MARCH 1960 Number 3

# The National Wool Grower

# HOW TO SAVE EWES, RAISE MORE AND HEALTHIER LAMBS

*After feeding Aureomycin to more than 150,000 ewes and lambs, Western sheepmen report remarkable growth and health benefits from pre-lambing all the way to market*

Does it pay to feed AUREOMYCIN® all the way through—from pre-lambing to market? Recent trials in Idaho in which AUREOMYCIN was fed in rations for ewes, in creep feeds for young lambs and in feed lot rations furnish evidence that it does!

**Saving ewes and lambs**

First of these trials, involving two experiments in which AUREOMYCIN was fed in the ration of ewes, showed remarkable results in reducing mortality in ewes and increasing the lamb crop.

**More uniform, faster-gaining lambs**

Another recent trial, involving both creep and feed lot feeding, provides still more evidence of *extra* returns.

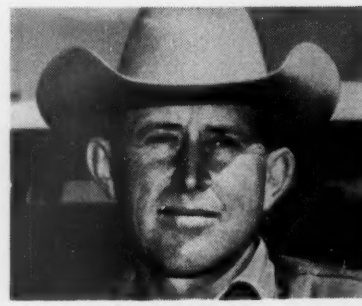
494 twin lambs were divided into two equal groups. One group of lambs received no antibiotic in the ration. The other group received 30 milligrams of AUREOMYCIN per pound of feed until weaning. The antibiotic-fed group showed a 12% increase in daily gains during this period.

After weaning, the antibiotic-fed group received 20 milligrams of AUREOMYCIN per pound of feed until sold—and showed a 6% increase in gain during this period over the lambs not fed AUREOMYCIN.

At market, the group of lambs fed AUREOMYCIN were more uniform and totalled 1200 pounds more than the control group. Buyers found a decided *quality* difference in favor of the lambs receiving AUREOMYCIN.

Ask your feed manufacturer or feed dealer for feeds containing AUREOMYCIN. American Cyanamid Company, Agricultural Division, New York 20, New York. ®*AUREOMYCIN is American Cyanamid Company's trademark for chlortetracycline.*

*Says Orvin Galbraith of Thornton, Idaho: "Because of AUREOMYCIN, I turned out 135 lambs for every 100 ewes. In 1951 when we didn't use AUREOMYCIN, we got only 50 lambs per 100 ewes."*



*Says Bill Siddoway of St. Anthony, Idaho: "With AUREOMYCIN, our ewe losses have been reduced 50%—abortions to a minimum. Reduction in ewe losses alone more than paid for the cost of AUREOMYCIN."*

*Says Lewis Taylor of Rexburg, Idaho: "This year, with the use of AUREOMYCIN, we reduced our ewe losses 70%. We had bigger and stronger lambs with minimum losses."*

*Says Dick Egbert of Tetonia, Idaho: "AUREOMYCIN brought our infection troubles almost to a standstill. It eliminated three-fourths of all death losses in ewes and lambs."*

CYANAMID

**AUREOMYCIN**
IN FORMULA FEEDS

*CYANAMID SERVES THE MAN WHO MAKES A BUSINESS OF AGRICULTURE*

# House Committee Reports Out Carpet Wool Bill

FOLLOWING a hearing on February 29 the House Ways & Means Committee reported out H.R. 9322, the bill to extend present tariff duty exemptions on certain coarse wools imported for use in carpet manufacture.

The bill as it will go to the House floor for a vote, provides for continuation on a permanent basis, the present tariff duty exemptions for wools not finer than 46's (with up to 10 per cent of the wool in any shipment permitted to grade not finer than 48's) when imported for use in carpet manufacture. The bill, as amended by the committee, also includes the same duty exemptions on wools imported for use in the manufacture of papermakers' felt.

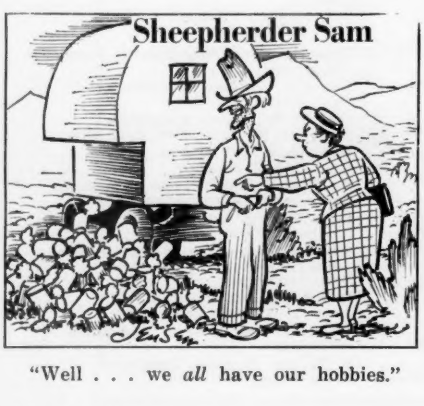
The second amendment adopted by the Committee would permit the Secretary of Agriculture to propose and promulgate new and improved standards for the grading of imported wool by the Bureau of Customs. This would enable the Secretary to establish the use of micron tests to be applied to wools where there is doubt by the Customs inspector as to the degree of fineness. Such modernization of grade standards would result in a more accurate measurement of wool fineness to give assurance that wools finer than 46's are not being admitted to the United States duty free, in competition with wools grown here. This amendment was recommended in a resolution adopted at the 95th annual convention of the National Wool Growers Association.

NWGA Executive Secretary Edwin E. Marsh presented the position of the domestic wool growing industry at the hearing. In his testimony he recommended that the "named wools" be eliminated from the present duty exemption under the Tariff Act of 1930; also that the micron test be applied in doubtful cases, if the duty exemptions should be continued on carpet wool imports.

Due to the tense international situation the NWGA has not received any encouragement on the possibility of eliminating the "named wools" from the Tariff Act. This warning has resulted from conferences held by NWGA leaders with senators, congressmen and USDA officials.

In addition to witnesses representing the carpet and papermakers' felt industries, Congressmen O. C. Fisher (Texas) and LeRoy Anderson( Montana) presented excellent statements on behalf of wool growers in their districts.

House action on the bill is expected to be favorable. When that action is taken, the bill will be referred to the Senate Finance Committee and then to the Senate floor.



"Well . . . we *all* have our hobbies."

## THE COVER

A "wool wrapped little lamb" is our cover subject this month. Credit for this photo goes to the Woolknit Associates, who recently conducted a press campaign on "Something Precious in Toddlers' Wool Sweaters." Further details will be found in the Woolknit Associates column in this issue.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# March 1960

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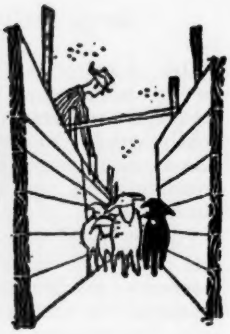
## CONTENTS

# the CUTTING CHUTE



## Colombia to buy sheep from U.S.

In an effort to develop the sheep and wool industry of Colombia, the minister of agriculture of that country has approved the importation of 900 head of breeding sheep from the United States. The U. S. Foreign Agricultural Service says a two-member purchasing team from Colombia will spend a few weeks in the United States this spring buying Romney Marsh, Rambouillet type C, Corriedale, Suffolk and Hampshire breeds.

It will be the first livestock purchasing mission since the import ban on breeding animals was removed last year.

## Corn, wheat and sorghum grain stocks continue at record levels

Stocks of corn, wheat and sorghum grain in all positions on January 1, 1960, continued at record levels. Corn stocks at 4.5 billion bushels were more than a tenth above the record level of January 1, 1959 with wheat and sorghum grain 3 and 25 per cent, respectively, above the previous record holdings.

Soybean stocks remained near the record level of a year ago but oat, barley and rye stocks dropped well below a year earlier and flaxseed stocks were down sharply.

Stocks of feed grains—corn, oats, barley and sorghum grain—totaled 171 million tons, nearly a tenth above the previous record of 156 million tons in storage January 1, 1959.

## 1959 mohair exports up 40 per cent

Exports of mohair and other wool-like specialty hair from the U. S. totaled 18.6 million pounds in 1959, an increase of 40 per cent from 1958, it has been reported by the USDA. These larger exports and higher prices boosted the value of 1959 mohair exports to 21.6 million dollars compared with 11.9 million dollars a year earlier.

## Interior Department issues compilation of grazing decisions

The Department of Interior has published a compilation of administrative decisions relating to grazing covering the years 1936 to 1958. The 714-page volume of grazing decisions includes a comprehensive index-digest for ready reference and research use.

Copies of "Grazing Decisions 1936-58" are available for $3 from the Superintendent of Documents, U. S. Government Printing Office, Washington, D. C.

Compiled by Hearing Examiner Dent B. Dalby, the book brings together a chronological compilation of decisions of the Department of the Interior in cases arising under the Taylor Grazing Act of 1934 and the Federal Range Code for Grazing Districts. Most of the decisions have not been previously published.

## Meat recipes for the 1960's

The National Live Stock and Meat Board has sold 420,000 copies of its new recipe book entitled "Meat Recipes for the 1960's." Conceived as an outstanding low-cost promotion piece for retail meat dealers, packers and others in the industry, the meat recipe book is available at cost of production. The firm or individual's name, address and slogan are imprinted free on the front cover of the book.

In addition to the recipes, the booklet contains instructions on meat cookery methods, plus time tables for roasting, broiling, braising and cooking in liquid.

## Serge really wears!

Dry cleaning had little or no effect on the appearance of worsted serge trousers, according to results of a recently conducted test by the USDA. The trousers were made of 58's grade domestic wool and woven into a 13-ounce serge.

College men wore the trousers for one, two and three academic years. Decrease in breaking strength was measured for the waist, front, knee and seat. The trousers worn for three years had a decrease in warp strength of 51 to 36 pounds, a 29 per cent loss; with a filling strength loss of 48 to 21 pounds, or 56 per cent.

## Kenneth D. Naden moves to National Council of Farmer Cooperatives

Kenneth D. Naden, agricultural counsel of the National Association of Food Chains since 1955, will become administrative counsel of the National Council of Farmer Cooperatives effective March 1.

A native of Illinois, Dr. Naden grew up on a dairy and livestock farm and acquired an early knowledge of farmer cooperatives through his father's membership in the Pure Milk Association and the Illinois Farm Supply Company. He received his masters' degree in agricultural economics from the University of Illinois and his doctor's degree from the University of California, also in agricultural economics.

# Research News

LARGER farms using completely ground and mixed rations may find on-the-farm mixing profitable. Some other operations will probably find it cheaper to hire a custom mixer.

R. J. Mutti, University of Illinois agricultural economist, states that farmers who use less than 75 tons of feed a year will probably find it less expensive to use custom-mixing services than to mix their rations on the farm. But when feed use rises above 100 tons a year, an automatic electric mixer and grinder on the farm will often cut costs below those of custom mixing.

To use over 100 tons of feed, any one of these enterprises would be required: 1,300 lambs, 200 hogs, 65 feeder cattle, 50 milk cows plus replacement stock, 2,200 laying hens or 24,000 broilers on feed.

Farmers may find that farm processing has other advantages, however. It can make work schedules more flexible and may offer more freedom in selecting sources of protein supplements and feed ingredients.

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THERE is no such thing as a "best" feeding contract, reports William V. Neely, extension economist at the University of Nevada, Reno.

Mr. Neely lists seven types of feeding contracts that are in common usage in the western states—wintering contracts, full-feed, guaranteed margin, gain-in-weight, share arrangement based on individual contributions of parties to the contract, feed cost plus yardage, and incentive contracts.

All of the types listed above are grouped under custom feeding contracts. Regardless of which type contract is appropriate, Mr. Neely says 12 specific points should be spelled out to prevent misunderstanding later.

The contract should specify the type of feed that is to be involved—that is, wintering, grains, or grazing. The party of the contract who is to assume any death losses should be mentioned.

The contract should show who is to be responsible for certain expected costs such as veterinary fees and the marketing expense if it is to be shared.

Other important terms that should be shown in the contract are the methods and time of pay to feeder, weighing conditions and feed allowance, and initial value of animals. If there is to be a bonus for gains over and above accepted standards, such payments should be included in the terms of the contract.

The contract will of course show the names of the parties to the contract, the beginning and termination dates of the contract, and the numbers of animals covered by the contract.

A full-scale investigation of epididymitis, a serious reproductive disease of rams that went unnoticed in the United States until 1955, will be launched this year by the University of California.

The university has been awarded $60,500 by the National Institute of Health to carry out a three-year study of this major sheep disease.

California rams are already hard hit by this disease. Of 10,000 rams examined, 25 per cent were infected with epididymitis. Probably the greatest loss to sheepmen has been from lowered conception rate in ewes.

In many major sheep-breeding areas, 10 per cent of the breeding ewes annually fail to produce lambs, but 98 per cent of these barren ewes do produce lambs in following years. This may mean that the rams are at fault.

Epididymitis was first identified in New Zealand in 1952, but it was not until 1955 that the disease was discovered in the United States. Since its discovery in California, epididymitis has turned up in other states, including Colorado, New Mexico and Oregon.

Sometimes infected animals can be detected by a simple physical examination, but often the ram has a silent infection which can only be found by laboratory tests. Investigators are also puzzled as to how the disease is transmitted. In one experiment, all infected rams were removed from a flock. Six months later, after the breeding season, 25 per cent of the remaining, previously clean rams were infected. The scientists who will conduct the study want to know if the causative bacteria is harbored in the ewe, in the ram, or if it can survive outside an animal host.

## Top animal physiologist booked for WSU session

One of the world's top animal scientists, Sir John Hammond of Cambridge, England, will conduct a seminar and a course in animal physiology at Washington State University, Pullman, June 27 to July 8.

One hour of college credit can be earned by enrolling in the seminar and two hours by enrolling in the intensive two-week physiology course.

A chance to travel only as far as Pullman to study even briefly under Dr. Hammond, according to Dr. M. E. Ensminger, chairman of WSU's Animal Science Department, is a once-in-a-lifetime opportunity for western animal teachers, county agents, FFA instructors, researchers and graduate students. Dr. Hammond, he pointed out, is responsible for much of the knowledge of animal physiology now taught throughout the world.

DURING the fall of 1957, nitrogen fertilizer (ammonium nitrate) was applied to seeded wheatgrass pastures at Benmore, Tooele County, Utah, at the rate of 20 pounds and 40 pounds of available nitrogen per acre. The seeded grasses used were crested and pubescent wheatgrass.

In the spring of 1958, grass yield from ungrazed plots was weighed in each of the several fertilized areas as well as in unfertilized areas. The harvested material was analyzed chemically to determine the effect of fertilization upon nutrient content. The pastures were then grazed by cattle. At the end of the grazing season, July 30, degree of utilization was determined on both fertilized and untreated plots.

In spite of the unusually dry spring and summer of 1958, areas fertilized with 20 pounds of nitrogen produced 1,150 pounds of herbage per acre, which was 206 pounds more than unfertilized areas. Plots treated with 40 pounds of nitrogen produced 1,340 pounds of herbage per acre, which was 396 pounds more than check plots.

Application of fertilizer had a pronounced effect upon utilization. Forage growing on plots where 20 pounds of nitrogen per acre was applied was more readily eaten than unfertilized forage. Forage on plots fertilized with 40 pounds of nitrogen was considerably more palatable than forage on plots fertilized with only 20 pounds. Average utilization on untreated plots was about 35 per cent, compared to 48 per cent on plots fertilized with 20 pounds of nitrogen and 65 per cent on plots treated with 40 pounds of nitrogen.

Fertilized plots produced more protein and total digestible nutrients than unfertilized plots. Untreated plots produced only 81 pounds of protein per acre; whereas plots treated with 20 pounds of nitrogen produced 125 pounds of protein per acre, and plots treated with 40 pounds produced 140 pounds of protein per acre.

Similar differences were evident in total digestible nutrients from fertilized and unfertilized plots.

From this preliminary study it is indicated that yield, palatability, and nutrient content of wheatgrasses may be substantially increased by the application of even small quantities of nitrogen fertilizer.

Because of the pronounced increase in palatability on fertilized plots compared to unfertilized plots, it is believed that better distribution of livestock can be obtained by periodically fertilizing areas distant from areas of normal concentration. This would tend to draw the animals into areas that otherwise might not be fully used and to decrease the tendency of animals to concentrate grazing around water and in easily reached valley bottoms.

**Editor's Note:** Above report was prepared by C. Wayne Cook and L. A. Stoddart, Utah State University, and appeared in Range Improvement Notes, July, 1959, published by Intermountain Region, U. S. Forest Service at Ogden, Utah.

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THE USDA's special Committee on Research Evaluation has urged that "agricultural research be geared up to meet present day problems and develop the necessary power to overcome still greater problems ahead." The committee, composed of USDA research authorities, released its recommendations this week in a publication, "An Appraisal of Agricultural Research and the Road Ahead."

The scientists would place emphasis on reduction of waste and losses of farm products; improving efficiency of marketing, processing and consumption, along with production; developing new and improved crops and agricultural commodities; expanding markets both at home and abroad; increasing incomes of farmers; and providing improved nutritional and living standards for the nation's people.

The committee declared that the present agricultural research program is

(*Continued on page* 61)

The National Wool Grower

# Wool Tariff Breakpoint Announced; Wilderness Bill Having Tough Sledding

ON February 8 President Eisenhower set the breakpoint for the wool fabric tariff quota under the Geneva Reservation at 13.5 million pounds, the same figure set in 1959. This means that when wool fabric imports reach 13.5 million pounds, the ad valorem duty will automatically rise from 20 and 25 per cent to 45 per cent. The same exceptions adopted in previous years will apply; namely, a 30 per cent ad valorem duty for certain hand-woven and religious fabrics, and an over-quota of 350,000 pounds is set for imports of certain high-priced, high-quality fabrics.

This was the earliest announcement of the breakpoint since the Geneva Reservation was invoked in 1956. The extremely heavy imports since the first of the year are believed to be the main reason behind the early announcement. The need for speed may also be a reason why no other changes were made in the operation of the quota this year. Imports of wool fabrics through January 30, 1960, totaled 6,015,603 pounds, an increase of more than 850,000 pounds in one week.

Under the Geneva Wool Fabric Reservation (a right reserved by the United States in a 1947 multilateral trade agreement) the ad valorem duty rate can be increased when imports exceed an amount not less than 5 per cent of the average annual United States production of similar fabrics for the three preceding calendar years.

Hearings were held in December before the U. S. Tariff Commission and the Committee for Reciprocity Information looking toward possible renegotiation of the Geneva wool fabric traffic quota. The hearings were called after England's Prime Minister MacMillan in a television discussion with President Eisenhower had stated, "I wish you would do something for us on wool textiles."

The NWGA joined with the domestic wool manufacturers in asking that the tariff quota be based on costs of production in our country as compared to costs in the United Kingdom, Japan and Italy. Many other suggestions for changes in the operation of the tariff quota were made at the hearing. There has been much dissatisfaction with its operation from various sources because of the duty fluctuations and the scramble to beat the duty increase once the breakpoint is close at hand. State Department officials have indicated that the negotiations will be aimed at eliminating the fluctuations.

In making the announcement of the breakpoint on February 8, the White House indicated that further steps will be taken in connection with the tariff rate quota when the Tariff Commission reports its findings pursuant to the December hearing.

THE so-called wilderness preservation legislation is having tough sledding in the Congress, and indications are that no action will be forthcoming in this session. In an executive session of the Senate Interior Committee on February 16 Senator Joseph C. O'Mahoney (Wyoming) attacked the latest version of the wilderness bill and introduced a substitute designed to give proper recognition and protection to grazing, timber, mineral, recreation and water use of the public lands.

In addition to the substitute legislation proposed by Senator O'Mahoney the Senate committee must dispose of 16 amendments offered by Senator Gordon Allott (Colorado) and others proposed by Senator Wallace F. Bennett (Utah), Henry C. Dworshak (Idaho), and Ernest Gruening (Alaska). These amendments are also aimed at fully protecting existing rights to use federal lands which would be included in the wilderness areas and restricting additions to the system.

The best information available indicates that even if the Senate committee votes out a wilderness bill, it might be difficult, if not impossible, to get it through the Senate. Also, the chairman of the House Interior and Insular Affairs Committee advises he does not plan any action on the measure in this session.

Proponents of the measure, however, continue to bombard the committee and senators and representatives with letters and postcards regarding the legislation. An estimated 10,000 communications commenting on the bill have been received by the committee to date and, in addition, individual congressional members have received thousands more. Stockmen should continue to advise their congressional representatives of their opposition to wilderness legislation, which is a definite threat to the multiple-use concept of the public lands.

CHANCES appeared brighter during February for legislation permitting self-employed individuals to set aside a portion of their income tax-free for retirement purposes.

In the first session of the 86th Congress the House passed the Keogh-Simpson bill which would grant self-employed individuals this privilege. However, due to outright opposition of the Treasury Department, that bill has been bottled up in the Senate Finance Committee.

The Treasury Department has now relented somewhat in its opposition and is drafting a proposal of its own. According to informed sources, the Treasury proposal would permit self-employed individuals to defer payment of income taxes on amounts ranging up to 10 per cent of their income which they would voluntarily place in retirement funds each year. However, the Treasury plan would deny the benefits to any self-employed person who has employees and does not provide them with a pension plan. This provision exacts a price which many self-employed individuals probably will not be willing to pay. The House-passed bill, which the NWGA has been supporting, contains no such restriction.

It is reported that the Treasury developed the alternative plan because of the likelihood that some legislation will probably emerge from Congress this year.

REVISED standards for grades of lamb, yearling mutton and mutton carcasses will become effective March 1, 1960. They were published in the February 13 issue of the Federal Register. The new standards are identical to those proposed and published in the Federal Register on October 21, 1959.

Briefly, the new standards will modify the present minimum requirements for Choice and Prime grades. The revisions will increase the importance of conformation and external finish and reduce the emphasis currently placed on internal factors in evaluating quality. The new standards will lower the average fatness for Choice and Prime grades and will increase the number of lambs which will qualify for the two grades, the purpose being to provide

sufficient volume of both Choice and Prime lambs for more effective merchandising.

USDA officials have promised that the evaluation of internal factors—feathering, kidney fat, etc.—will definitely be de-emphasized. Overflow fat, or fat over the ribs on the inside of the carcass, is eliminated as a measure of quality.

Copies of the revised standards may be obtained from the Livestock Division, Agricultural Marketing Service, U. S. Department of Agriculture, Washington 25, D. C.

While grower and feeder members of the lamb grading technical committee still feel that suspension is the best solution, they believe that progress is being made in that the industry is promised some changes in grading. Also, the efforts which have been made have resulted in the establishment of a study by the USDA of the lamb market price structure and pricing practices, particularly as they may be influenced by federal grading.

THE resolution (number 83) adopted at the NWGA convention in San Antonio regarding improvement of quarantine facilities for imported live lambs has been given wide distribution by your Association. (See February issue, page 13.)

This resolution requested that the entire matter of imports of sheep from foreign countries be investigated and the need for adequate quarantine facilities for animals and birds on the Pacific Coast be recognized by Congress and that necessary funds be provided at the earliest possible time for the establishment and maintenance of an animal quarantine station to serve the Pacific area.

Immediately after the convention the resolution was sent to state veterinarians, senators, congressmen and sheep and wool grower associations.

Reaction to the resolution from all sources has been excellent. Many state veterinarians have complimented the state of California for placing an additional embargo on live lamb imports after the 30-day federal quarantine period. Several states have also indicated they will seriously consider prohibiting imported animals which may be infected with various diseases to enter their own state should California seize to retain these animals after the 30-day federal quarantine period.

Many congressional representatives have indicated a desire to assist in securing more federal funds for adequate quarantine facilities to serve the Pacific Coast area.

# New Mexico Wool Growers Elect New President

**By W. E. OVERTON**
**President, NMWGA**

THE 1960 New Mexico Wool Growers Convention was, as usual the outstanding event of the year for New Mexico sheepmen. Under the experienced guidance of President Floyd Lee, the program was outstanding. Included in the roster of speakers were President of the National Wool Growers, Harold Josendal, ASPC President Don Clyde, and Dr. W. R. Lovelace II, director of Lovelace Foundation.

The 1960 meeting ended on a sad note, however, when Floyd Lee declined renomination for president, after 34 years as head of the New Mexico Wool Growers. Mr. Lee has built the organization into one of the largest and one of the most influential livestock organizations in New Mexico. Mr. Lee stated he felt it was time someone else shared the responsibility of this office with him. The sheep and wool growers, however, did elect Mr. Lee president emeritus, chairman of the executive board, and a board member for life. Certainly Floyd Lee will continue to be a great influence in the New Mexico Wool Growers and also in the National Wool Growers Association.

The following officers of the New Mexico Wool Growers were elected for 1960: W. E. (Hi) Overton, Yeso, president; Joe Skeen, Picacho; Lloyd Treat, Artesia; and Gordon Bond, Albuquerque, vice presidents; and Hub Corn, Roswell, secretary-treasurer.

Some of the important resolutions passed by the New Mexico Wool Growers which will require action on the national level, are as follows: strong opposition to the wilderness bill and to pre-emption of state and individual water rights by federal mandate; and strong support of the move to secure a federal embargo on all future imports of live lambs until such time as proper quarantine facilities can be established on the West Coast.

Other resolutions pertaining to local problems were passed by the wool growers.

The New Mexico Wool Growers plan on having a representative present at the public hearing set for March 22, 1960, before the Tariff Commission in Washington. They will ask the commission to make a prompt investigation of the effect of lamb and mutton imports on the domestic market.

**(Editor's Note: A complete digest of all resolutions adopted by the New Mexico Wool Growers will appear in the April issue.)**

# Eisenhower Sends Farm Message to Congress

PRESIDENT Eisenhower sent a special farm message to Congress on February 9, which outlined his recommendations for curing the ills of agriculture in the United States.

Mr. Eisenhower asked Congress to do these things: (1) Expand the soil bank to 60 million acres. This would almost triple the present soil bank, which held 22.4 million acres in 1959. (2) Do away with planting controls and drop price supports sharply to solve the problem of wheat. (3) Give the new plan for corn, first tried in 1959, another year's trial. Like the plan now proposed for wheat, this program removed all planting controls and cut support prices. There has been criticism of this plan because the corn surplus increased in its first year of operation. (4) Provide for more money for research to find new uses for farm products and to speed up the rural development program designed to aid low-income farmers in marginal farming areas.

In addition the President said he was taking executive action to expand the "food for peace" program, which funnels farm surpluses to friendly nations, especially the under-developed countries, through a system of cut-rate sales, giveaways and sales for foreign currencies to those countries that can't afford to pay in dollars.

President Eisenhower said that if Congress prefers to formulate a different plan for agriculture, he will not veto it if certain specifications are met. These are: no direct subsidy payments to farmers; no "two-price" plans by which farmers' products are sold at one price in the United States and a lower price in world markets; no increase in price supports; and "really effective" planting controls.

In spite of the cooperative tone in the President's message, many observers are predicting that 1960 will see another clash between Congress and the White House over the farm problem.

# NWGA Readying Plans For Import Hearing

THE eyes of the nation's sheep industry will be focused sharply on the outcome of the all-important lamb and mutton import hearing to be conducted on March 22 by the U. S. Tariff Commission, in Washington, D. C.

Every possible avenue of approach is being investigated by the NWGA and state association leaders in order that the facts are available and properly prepared for presentation at the hearing. Their case will be centered around the effect that imports of lamb and mutton are having on the domestic sheep industry.

Following application by the NWGA and the National Lamb Feeders Association, the Tariff Commission on December 2, 1959, announced that it would institute "on its own motion" an investigation to determine whether dressed lamb and mutton, fresh, chilled, or frozen as well as live sheep and lambs are, "as a result in whole or in part of the duty or other customs treatment reflecting concessions granted thereon under the General Agreement on Tariffs and Trade, being imported into the United States in such increased quantities, either actual or relative, as to cause or threaten serious injury to the domestic industry producing like or directly competitive products."

A well-qualified economist is now at work compiling figures and information on the effect of these imports on our economy. The NWGA Lamb Committee will meet in Salt Lake City, Utah, March 17 and 18 to go over this information and make final preparations for the sheep industry's presentation before the March 22 hearings.

A fact sheet giving figures and other pertinent information on the imports of lamb and mutton has been prepared by the NWGA and given wide circulation through various wool grower associations throughout the country. Most associations have cooperated wholeheartedly in sending the fact sheet to their congressional representatives, governors, etc. The facts specified on this sheet are outlined on this page.

A united effort by all individuals connected with the sheep industry is necessary in outlining the importance of additional import regulations. Each sheepman can help considerably in this vital matter by apprising and enlisting, either directly or through his home state association, the full support and cooperation of his congressional delegation.

**BE SURE TO DO IT TODAY!**

## The Facts on Lamb and Mutton Imports

| (1) Total lamb and mutton (dressed) | Year | Million Pounds | % of 1956 Imports |
|---|---|---|---|
| | 1956 | 1.3 | |
| | 1957 | 3.5 | 269 |
| | 1958 | 23.9 | 1838 |
| | 1959 | 57.0(prelim.) | 4384 |

Imports in 1959 increased 2⅓ times over those of 1958. If a like pattern is followed in 1960, the total imports would amount to 135 million pounds (18.6 per cent of the 1959 total domestic slaughter or 20.2 per cent of the 1958 total slaughter)

(2) Total imports in 1959 have amounted to 7.78 per cent of commercial lamb and mutton slaughter.

| (3) Mutton Imports (dressed) | Year | Million Pounds | % of 1956 Imports |
|---|---|---|---|
| | 1956 | .56 | |
| | 1957 | 1.7 | 304 |
| | 1958 | 17.2 | 3071 |
| | 1959 | 46.8(prelim.) | 8357 |

| (4) Lamb Imports (dressed) | Year | Million Pounds | % of 1956 Imports |
|---|---|---|---|
| | 1956 | .81 | |
| | 1957 | 1.8 | 222 |
| | 1958 | 6.8 | 840 |
| | 1959 | 10 (prelim.) | 1235 |

| (5) Live Sheep Imported for Slaughter | Year | No. Head |
|---|---|---|
| | 1957 | 17,832 |
| | 1958 | 39,769 |
| | 1959 | 75,073 |
| | 1960 | 23,190 (Jan. only) |

(6) Production for Export

New Zealand (12 months prior to September 30, 1959)
a. 542 million pounds of lamb
b. 182 million pounds of mutton

Australia (1958)
a. 147 million pounds of lamb and mutton

(7) Domestic Choice wholesale dressed lamb slaughter prices compared to foreign:

| Domestic | Foreign |
|---|---|
| (May 14, 1959)—Chicago 45¢ per pound | Brisbane, Australia, 26¢ per pound |
| (June 1, 1959)—Chicago 52¢ per pound (34-45 pound choice spring lamb carcasses) | New Zealand, 18-22.6¢ per pound (1st quality crossblood, downs, or Canterbury) |

To compete with this large difference in price, the U. S. producer would have to be able to raise a lamb for about half of what it costs today. Increasing production costs, rising land values and high labor prevent this.

(8) Total costs per pound for moving lamb slaughtered in foreign countries to the U. S.

| | New Zealand | Australia |
|---|---|---|
| Duty | 3.5¢ | 3.5¢ |
| Ocean Freight | 4 | 3.5 |
| Miscellaneous | 2 | 1.5 |
| Total | 9.5¢ | 8.5¢ |

Duty on imports of dressed lamb is 3.5¢ per pound; on dressed mutton 2.5¢ per pound; and on live lambs 75¢ per head. Under present U. S. production costs this tariff offers so little protection as to be practically meaningless.

(9) Domestic production consumed in Coastal Areas

| | |
|---|---|
| New York | 180 million pounds (24.7 per cent of total domestic production) |
| Los Angeles-San Francisco | 154 million pounds (21 per cent of total domestic production) |

The New York and Los Angeles-San Francisco areas largely establish domestic wholesale carcass prices. Because of the sensitivity of the lamb market, a very small increase in total poundage placed on these markets has a drastic effect on lowering the wholesale carcass price over the entire country. The bulk of the lamb comes into these three areas.

(10) Dressed Mutton Prices Decrease as Imports Increase

| | Pounds of Mutton Imported | Avg. Chicago slaughter ewe price, cwt. |
|---|---|---|
| 1958 | 17,200,000 | $7.23 |
| 1959 | 47,000,000 | 5.42 |

While mutton imports were increasing 173 per cent in 1959 domestic mutton slaughter prices were decreasing more than one-fourth.

# Range Survey Methods Discussed at Salt Lake Meeting

The above picture was snapped during the range survey meeting held in Salt Lake City, Utah, February 16. In the picture, from l. to r., are Fred Renner, Soil Conservation Service; Dr. L. A. Stoddart, Utah State University; NWGA President Harold Josendal; Kenneth W. Parker, U. S. Forest Service; and Robert Nielson, Bureau of Land Management.

MORE cooperation, coordination and mutual understanding—but little immediate change in basic policy—resulted from a gathering on February 16 in Salt Lake City, Utah, of the nation's top range technicians and sheep and cattle industry representatives.

The meeting, conducted by National Wool Growers Association President Harold Josendal and sponsored jointly by the NWGA and the American National Cattlemen's Association, was called in an attempt to seek agreement by federal, state and local organizations on objectives and methods used in range survey and analysis. Analysis and surveys conducted by the federal agencies are used by them to determine grazing capacity and management requirements and developments on federally administered lands.

Some 45 livestock industry representatives heard range technicians from the Washington offices of the Forest Service, Bureau of Land Management and Soil Conservation Service explain policies currently in effect in regard to range evaluation and analysis.

Heading the various federal agency representatives from Washington were Forest Service: Kenneth W. Parker, head, Division of Range Management Research; Bureau of Land Management: Robert D. Nielsen, assistant chief range officer; and Soil Conservation Service: Frederick Renner, head range conservationist.

Dr. L. A. Stoddart, head of the Range Management Department, Utah State University at Logan, one of the nation's leading range management technicians, was the first speaker at the conference. Dr. Stoddart pointed out that proper stock rate and range evaluation are the most important range problems. The productive capacity of grazing lands can not be determined merely by looking at it, Dr. Stoddart stated, any more than a farmer can determine how farm land will produce by merely glancing at it. In determining the grazing capacity of a range, the amount of herbage that is available and not the total amount present, must be considered, said Dr. Stoddart.

If a range is managed to have no sacrifice areas such as the land around water holes, bed grounds and congregating areas, then the grazing capacity would be very low, he said. On the other hand, if certain sacrifice areas are allowed, then the grazing capacity and range productivity would increase.

"Do we want the best range possible with very little grazing and productivity," Dr. Stoddart questioned, "or do we want a range that is somewhat less than perfect but is much higher in yield and productive capacity?"

To be complete, the analysis of range condition should determine not only if the range is in good, fair, or poor condition, but in what direction that condition is moving, commented Dr. Wayne Cook, Utah State University. A range may be in poor condition, yet be in much better shape than it was several years ago, showing that management practices are good, he pointed out.

Policies and methods used were thoroughly presented by representatives of the various federal agencies. After a comprehensive discussion by those in attendance, it was generally concluded that the methods used in

(*Continued on page* 68)

# Cattlemen Elect New President at Dallas Convention

SELECTION of a Nevada Hereford raiser as president, adoption of a "modern" constitution and declaration of policy on many cattle and beef industry topics were features of the 63rd annual convention of the American National Cattlemen's Association, in Dallas, Texas, January 27-30.

Fred H. Dressler of Gardnerville, Nevada, was chosen president by the 2,000 delegates from 40 states. Dressler succeeds G. R. "Jack" Milburn of Grass Range, Montana.

New first vice president is Cushman Radebaugh of Orlando and Fort Pierce, Florida. Other officers elected included C. W. McMillan, Denver, Colorado, executive vice president, and six second vice presidents: Bern Coulter, Bridgeport, Nebraska; John Armstrong, Selma, Alabama; E. S. F. Brainard, Canadian, Texas; Robert Johnson, Sanger, California; Brooks Keogh, Keene, North Dakota, and J. Wells Robins, Scipio, Utah.

In a major revision of the association's constitution and by-laws, six additional men will join the officers in directing affairs of the large organization between conventions, replacing the 240-man executive committee formerly required to act.

New executive committee members are Edward Francisco, Pomeroy, Washington; Milton D. Webb, Phoenix, Arizona; Manville Kendrick, Sheridan, Wyoming; Norman Winslow, Washington, North Carolina; Francis Murphy, Walden, Colorado; and Richard Robbins, Pratt, Kansas.

The revisions also provided for a realignment of representation from the 29 affiliated state cattle associations, in recognition of shifting patterns and regions of cattle production.

Resolutions adopted by the convention included these:

Called for escape clause action to limit imports of livestock and meats.

Urged adequate funds for meat inspection.

Opposed any regulations that would eliminate direct selling or any channel of marketing and the use of pencil shrink.

Called for economy in government.

Urged passage of a constitutional amendment providing for a popular vote on the federal income tax. Asked that in the meantime some types of income, particularly fluctuating income such as from agriculture, be averaged out over five to 10 years.

Reiterated their desire for voluntary deductions at markets for beef promotion purposes.

Opposed any wilderness legislation and asked that state game departments police sportsmen's use of the public lands.

Called for continued research on improved beef animals and asked the USDA to adopt standards for beef grading that would identify cut-out yields separately from quality.

Called for stepped-up research in animal diseases and for calfhood vaccination as an alternative in the brucellosis program with vaccination accepted in recertification and as clearance for interstate shipment.

Asked Congress to rceognize by specific legislation the long-time rights of the states to control their waters.

# Guide Rules for Better Wool Clips

THE following guide rules for proper preparation of wool clips were drawn up by Alexander Johnston, head of the wool department at the University of Wyoming, Laramie:

The value of any clip can be increased by superior preparation and can be decreased by lack of preparation.

A buyer's impression of the wool is directly reflected in the price he offers for the clip.

Buyers prefer to purchase lines of fleeces or off-sorts that are uniform in type.

The cost of proper preparation of the wool clip is very small.

If off-sorts are packed among the fleeces, then the buyer's estimate of the value of the clip will be reduced.

**1. For Improvement of Character of the Clip.**

A woolgrower can increase the saleability of his clip if he will consistently cull from his flock ewes and rams having (a) small fleeces of unthrifty wool; (b) fleeces that are markedly different in grade from the other fleeces in the clip; (c) short-stapled fleeces; (d) hairy fleeces and fleeces with hairy breaches; (e) fleeces stained with bad color and fleeces having excessive grease; (f) fleeces without crimp.

**Ticks on Sheep.** Excessive numbers of sheep ticks cause discoloration of the grease wool. Ticks leave "eggs" (pupal cases) and black granular excrement that give the wool a dingy, unattractive appearance. The woolgrower can either spray or dip his sheep or use the new dusting method (1½ per cent dieldrin dust) for eradication of the ticks that cause this defective color.

**2. For Improvement of the Preparation and Packing of the Clip.**

**Keep the Fleeces Clean.** Keep the shearing pens as clean as possible. Keep straw and manure out of the fleeces because they give the wool a bad appearance and therefore lower its value.

**Tie Fleeces with Paper String.** If sisal or jute strings are used to tie fleeces, loose fibers from them will contaminate white wool. Paper fleece string is the only tie that should be used in tying fleeces. **Never use baling wire for tying wool.**

**Tags and Stained Wool.** These should be carefully separated from every fleece and packed in a separate bag because they are inferior in value and detract from the appearance of the clean wool of the fleece.

**Branding Fluids.** Insoluble branding fluid on wool is a material defect. In processing grease wool in the mill, the elimination of insoluble brands is an added cost. It is recommended that only branding fluids that are guaranteed scourable by the manufacturers should be used for branding sheep. Branding fluids should be used as sparingly as possible.

**Ewe Fleeces, Ram Fleeces, Yearling Ewe Fleeces.** Each of these classes should be packed in separate bags because each class has a different value. Wool from yearling ewes is usually lighter-shrinking, longer-stapled and softer than ewe wool of the same breeding. Ram fleeces are longer in staple and slightly heavier in shrinkage than ewe wool of the same breeding. For these reasons, each class should be packed in separate bags.

**Black Wool.** Black fibers from black fleeces contaminate white wool. Even black sheep in the flock contaminate white fleeces by rubbing against the white sheep. If black "marker" sheep are necessary in the flock, then they should be sheared away from the white sheep and the black fleeces packed in a separate bag.

**Blackfaced Wool.** Fleeces from the blackfaced breeds should not be packed in the same bags with fleeces from whitefaced sheep. Blackfaced fleeces have a distinctive character and are used for different fabrics than whitefaced wools. Pack blackfaced wools in separate bags.

**Burry and Seedy Wool.** Fleeces containing burrs, seeds, foxtail, straw, leaves or any other vegetable matter should not be packed with fleeces free of these defects. Pack these burry and seedy fleeces in a separate bag.

**Shearing-floor Sweepings.** Pack them with the tags and stained.

**Dead Wool, Crutchings, Eye Clippings.** These are defective wools that should not be packed in the same bag with fleeces because they have lower values.

**Double-Cuts Made During Shearing.** Short pieces of wool caused by double-cuts have inferior value. Because fiber length is shortened if the staple is cut at any point other than close to the skin, it is recommended that the shearer should not cut twice over any area on the sheep's body. Even if stubble left on the skin after the first cut is longer than usual, this will increase the staple length of the next fleeces. If double-cuts were entirely eliminated, the value of the fleece would be increased.

**Wet Wool.** Never sack wet fleeces because molds develop in wet wool that stain and weaken the fibers. Always set aside wet fleeces and allow them to dry before sacking them.

**Marking Bags to Identify Contents.** Every bag in the clip should be distinctly lettered with the class of wool it contains. These printed letters should be at least five inches in height. The following names should be used: EWE, YEARLING, LAMB, RAM, BLACK, TAGS & STAINED, SWEEPINGS, DEAD WOOL, CRUTCHINGS, EYE WOOL, BURRY, SEEDY, BLACK-FACED-WOOL.

**Shearing Report of Clip.** Each bag, when packed and lettered with the description of the contents, should also be weighed and given a serial number. The woolgrower should then prepare a list showing the bag numbers and weights in each class of wool. This list will enable the buyer to make a more accurate appraisal of the clip, and the woolgrower also will have a complete record of the weight of wool in each category.

# Wilson Strike Settled

FIVE of the seven locals of the United Packing House Workers of America on February 19, voted to accept a contract offered by Wilson and Company, which ended the 108-day strike against the meat packing firm. Locals in Albert Lea, Minnesota; Cedar Rapids, Iowa; Kansas City, Kansas; Memphis, Tennessee; and Los Angeles, California, voted to accept the contract. Those rejecting it were the locals in Omaha and South Omaha, Nebraska. Acceptance, however, is based on a majority of those casting ballots.

According to Wilson and Company, the contract calls for an 8½-cent-an-hour wage hike retroactive to September 1, 1959 and a 6½-cent-an-hour increase to be effective September 1, 1960. In addition, the workers will receive a 7-cent-an-hour increase in fringe benefits such as clothing allowances, meals, vacations, job brackets and pensions.

Some 4,500 union members have been on strike while another 1,000 have continued to work. In the meantime, however, Wilson has hired some 3,000 "permanent replacements" for the striking members. Both the company and the union voted to accept the decision of an arbitration board as to whether these replacements may retain their jobs or must give them up to the strikers. It was estimated that 1,200 to 1,500 jobs were immediately available to the strikers. The arbitration board will be made up of one member representing the union, one representing the company and one representative chosen by both parties.

# Sheep Numbers Up 3 Per Cent

THE number of stock sheep and lambs on farms and ranches January 1, 1960 was 29,481,000 head, 3 per cent above the 28,497,000 head on January 1, 1959. This was the largest inventory number since January 1, 1948, when 29,486,000 head were on farms and ranches.

The number of sheep and lambs on feed for market at 4,140,000 head was 7 per cent less than a year earlier. All sheep and lambs, including those on feed for market, totaled 33,621,000 head, a gain of 2 per cent from January 1, 1959.

All classes of stock sheep increased from a year earlier. Ewe lamb numbers changed from 4,709,000 to 4,801,000 head, an increase of 2 per cent. Ewes one year and over increased from 22,041,000 to 22,759,000 head, up 3 per cent from a year earlier.

Total stock sheep numbers in the 13 western states (11 western, Texas, and South Dakota) increased 6 per cent. This was the third consecutive year this group of states registered a gain. The 35 native states were down 1 per cent, after five consecutive years of increasing numbers.

In Texas, the leading sheep state, stock sheep numbers rose sharply to 5,843,000 head, an increase of 12 per cent. Inventory numbers were higher in all western states except Utah which showed a 4 per cent decline. The north central states were only slightly higher than a year earlier, with six states showing declines, five states slightly higher, and one state unchanged.

The number of all goats and kids on farms and ranches in Texas on January 1 at 3,339,000 head was 6 per cent more than the 3,150,000 a year earlier.

The number of cattle and calves on farms and ranches in the United States increased 5 per cent during 1959 and reached a new high on January 1, 1960. The total number on hand was 101,520,000 head—13 per cent more than the 1949-58 average and 5 per cent higher than the previous record on January 1, 1956. Total cattle and calves increased 9 per cent or 8,170,000 head during the two-year period from January 1, 1958 to January 1, 1960, representing an upward movement in cattle cycles. This 9 per cent increase is a little sharper than the first two years' upturn of the last three cattle cycles. It is, however, only a moderate increase when compared with some contiguous two-year periods in the build-up phases of previous cycles. For example, cattle numbers increased 12,158,000 head or 15 per cent from January 1, 1951 to January 1, 1953.

All states except Maine, Vermont, Massachusetts, Rhode Island, and Delaware, showed an increase in cattle numbers during 1959. The higher inventory in most states resulted mainly from an increase in classes of cattle kept for purposes other than milk production.

Milk cows and heifers two years and over continued their decline during 1959 and totaled 21,331,000 head on hand January 1. This was the lowest since 1917. The number was down 157,000 head or 1 per cent from the number on hand a year earlier. This downward trend has been underway since the peak in milk cow numbers was reached on January 1, 1945.

There were some shifts in the January 1, 1960 cattle inventories as to class of animals kept on farms. Cattle and calves kept mainly for beef were up 7 per cent from January 1, 1959, and the highest number on record, while cattle and calves kept for milk were up only about 1 per cent. Of these other cattle, cows two years and over were up 7 per cent from January 1, 1959; heifers one to two years were up 9 per cent; calves were up 7 per

(*Continued on page* 61)

## 1960 Sheep Numbers

**(Thousands—add 000)**

| | Stock Sheep and Lambs | | | | Sheep and Lambs on Feed | |
|---|---|---|---|---|---|---|
| | | | 1960 | | | |
| | Average 1949-58 | 1959 | Number | Per cent of 1959 | 1959 | 1960 |
| Arizona | 409 | 433 | 454 | 105 | 29 | 30 |
| California | 1,655 | 1,600 | 1,712 | 107 | 293 | 311 |
| Colorado | 1,254 | 1,352 | 1,393 | 103 | 540 | 555 |
| Idaho | 1,024 | 1,060 | 1,071 | 101 | 110 | 77 |
| Montana | 1,608 | 1,716 | 1,767 | 103 | 124 | 89 |
| Nevada | 455 | 405 | 409 | 101 | 16 | 12 |
| New Mexico | 1,274 | 1,214 | 1,289 | 106 | 79 | 58 |
| Oregon | 761 | 881 | 907 | 103 | 36 | 37 |
| South Dakota | 972 | 1,361 | 1,429 | 105 | 255 | 224 |
| Texas | 5,605 | 5,217 | 5,843 | 112 | 241 | 231 |
| Utah | 1,353 | 1,301 | 1,249 | 96 | 81 | 77 |
| Washington | 281 | 265 | 278 | 105 | 23 | 25 |
| Wyoming | 1,983 | 2,141 | 2,248 | 105 | 135 | 112 |
| Total 13 western states | 18,634 | 18,946 | 20,049 | 106 | 1,962 | 1,838 |
| Total 35 native sheep states | 8,466 | 9,551 | 9,432 | 99 | 2,486 | 2,302 |
| U. S. total | 27,100 | 28,497 | 29,481 | 103 | 4,448 | 4,140 |

## Livestock and Poultry Inventory as of January 1

| Class of Livestock and Poultry | Average 1949-58 | 1958 | 1959 | 1960 |
|---|---|---|---|---|
| | 1,000 Head | 1,000 Head | 1,000 Head | 1,000 Head |
| Cattle | 89,612 | 93,350 | 96,650 | 101,520 |
| Cows 2 yrs. + for milk | 23,361 | 22,233 | 21,488 | 21,331 |
| Hogs | 54,478 | 50,980 | 56,924 | 58,464 |
| All sheep | 31,167 | 31,337 | 32,945 | 33,621 |
| Stock sheep | 27,100 | 27,327 | 28,497 | 29,481 |
| Horses and mules | 5,482 | 3,354 | 3,142 | 3,089 |
| Chickens | 407,448 | 370,884 | 383,529 | 366,859 |
| Turkeys | 5,173 | 5,542 | 5,923 | 5,673 |

# LAMB PROMOTION NEWS

*from American Sheep Producers Council*

GREY Advertising Agency, Inc., with headquarters in New York City, was selected to handle the advertising of American-made wool products for the wool division of the American Sheep Producers Council. The announcement was made on January 15 by Walter Pfluger of Eden, Texas, chairman of the Council's wool committee.

The Grey agency was named from among more than 80 agencies throughout the country which made an original bid for the account. Grey, along with four other agency finalists, made oral presentations in Denver before the ASPC's wool committee, officers and staff.

Total advertising and promotion budget for wool for the fiscal year beginning July 1, 1960, is tentatively set for $1,371,000. The ASPC also has tentatively set up a budget for advertising and promotion of lamb of approximately $1,636,000.

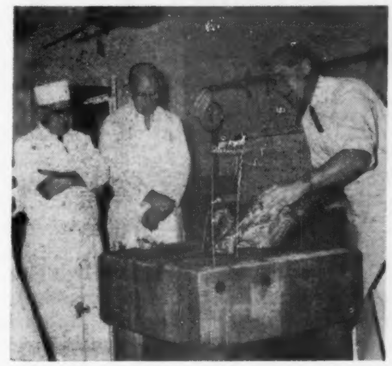
INITIAL planning on the new wool program began at a meeting in New York City during the week of February 1. The meeting was attended by representatives of the ASPC, the Grey Advertising Agency, Woolens and Worsteds of America, Woolknit Associates and the Wool Bureau.

Various areas of cooperation were discussed in planning a comprehensive wool advertising and promotion program. The ASPC will direct the promotion and advertising of American-made wool products, and conduct cooperative efforts with Wooolens and Worsteds of America and Woolknit Associates. Preliminary discussion was held on possible areas of cooperation between ASPC and the Wool Bureau. A committee comprising executives of each group was established to explore all avenues of approach to prevent overlapping and to make the two campaigns fully effective.

Formulating plans for an extensive wool advertising and promotion program are these members of the ASPC's wool committee, composed of sheep producers, and the council's new advertising agency, the Grey Agency of New York City. Seated, left to right, are Walter Pfluger of Eden, Texas, chairman of the committee; Arthur Fatt, president of Grey, and A. S. MacArthur, sheep raiser from Wagon Mound, New Mexico. Standing, left to right, are Jack Thomas of Grey; Dan Fulton, a sheep producer of Ismay, Montana; Edmond Richer of Grey; Roy Ward, general manager of the Pacific Wool Growers Association at Portland, Oregon, and Hugh Baber, a sheep producer from Chico, California.

## Meat Cutting Specialist in Salt Lake City

ALEX Hardt, roving specialist for the ASPC displayed his meat cutting wizzardry before a great many Salt Lake metropolitan area meat merchandising managers during the week of February 15. Mr. Hardt presented a week-long series of meat cutting demonstrations for various groups of retailers. The interest in Mr. Hardt's demonstration was so high that he was unable to make an appearance before all the groups who requested it, so he plans to return to Salt Lake later.



The ASPC specialist is one of the top meat cutting specialists in the country and as one gentleman so aptly expressed after viewing his demonstration, is truly an "artist with a knife."

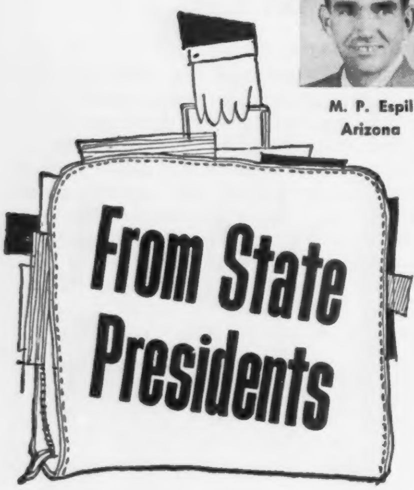
Purpose of the demonstrations is to acquaint retailers with new and different cuts of lamb with the objective of increasing its consumption. Some of the newer cuts Mr. Hardt included in his Salt Lake demonstrations are Hollywood Filets, Lamb Pinwheels or Cartwheels, Saratoga Chops and Lamb Steakettes.

Eugene Blish, ASPC merchandising field man for the Denver, Salt Lake and Houston area, arranged Mr. Hardt's demonstrations in Salt Lake City.

## Utah Cooperative Distributes Savings

THE Utah Wool Marketing Association is distributing $40,000 to approximately 900 shippers of wool sold to mills through the marketing association. This represents a savings in handling charges and covers the period up to 1954.

The organization, since it was organized by the Utah wool growers, has distributed approximately one-half million dollars, according to Manager James A. Hooper. He states the group intends to make a distribution of previous savings each year.




M. P. Espil
Arizona

W. P. Rickard
California

Marshall Hughes
Colorado

Wilbur F. Wilson
Idaho

Dan Tavenner
Montana

Stanley C. Ellison
Nevada

Floyd W. Lee
New Mexico

Ken Johnson
Oregon

Martin Tennant
South Dakota

Lucius M. Stephens
Texas

Welby Aagard
Utah

Parm Dickson
Washington

J. Norman Stratton
Wyoming

## Wool—Mohair Exhibits Featured at Show

THE Texas wool and mohair industry was represented by an unusually attractive exhibit at the San Antonio Livestock Exposition, which was held February 12-21, 1960, in San Antonio, Texas. The entire exhibit was put up by "amateurs," without a single professional decorator planning it.

San Antonio show officials closed in the wool show area, making it as nearly dustproof as possible. Besides 104 wool fleeces and 67 mohair fleeces which competed for placings, there were 20 commercial exhibit booths which made striking use of color and arrangement to tell about the superior value of wool and mohair fabrics.

Although the booths were paid for principally by west Texas wool and mohair warehouses, there was little individual advertising in them. Most of them displayed samples of either the raw fiber, the tops, finished fabrics or clothing made of wool and mohair. One display showed mohair yarn and fabric made from Texas mohair which had been shipped to Europe, processed, then brought back to Texas.

To promote lamb, one booth was given over to a display of a complete frozen lamb carcass and samples of the various cuts of lamb.

The Texas Sheep and Goat Raisers' Association also had a booth which featured the Miss Wool program. Films of the past three Miss Wool's plus the current Miss Wool of America, Miss Carrell Currie, were shown to the very interested audiences. Other aspects of this worthy promotion program were on display.

During the first weekend of the show, visitors were counted at the rate of 400 per hour.

The Texas Sheep and Goat Raisers' Association plans to have a booth in the San Angelo Livestock Show and Rodeo being held in March.

**—Lucius M. Stephens, President**
**Texas Sheep and Goat Raisers' Association**

## Animal Health
### December, 1959

PSOROPTIC scabies was diagnosed in 122 sheep flocks in December, 1959 —44 in Illinois, 33 in Iowa and 26 in Missouri. The other outbreaks were in 10 eastern and midwestern states, and consisted of not more than three flocks in each case.

Scrapie was diagnosed in two sheep flocks, one in Illinois and one in Mississippi. No cases of bluetongue were reported.

## A. U. M. Rating Not Accurate Guage

I attended a range survey evaluation meeting, sponsored by the National Wool Growers Association, which was held in Salt Lake City on February 16 in conjunction with the Forest Service, Bureau of Land Management, Soil Conservation Service and state colleges. I don't know how much good came out of it. To me it seemed like the rehashing of other meetings I have attended. However, the Soil Conservation Service and the colleges take a more realistic look at carrying capacities of ranges than do the other two agencies. I am not too well acquainted with methods used by the Forest Service in determining carrying capacities, but I have, however, spent some time analyzing BLM methods in many parts of Utah. It is my determination that the A.U.M. rating of a given piece of range does not necessarily determine the carrying capacity of the same range.

It is unfortunate that the A.U.M. rating does not represent a more accurate determination of carrying capacity of the range. If that were true, we could use it as a base on which to purchase permits or make land exchanges. As it is, before accepting private allotments or purchasing additional permits, it might be well to take a closer look at the range involved than just the A.U.M. rating established on it.

A cattleman should especially be cautious when receiving private allotments in exchange for common-use allotments. Inasmuch as cattle do not make as efficient use of the forage on the range as do sheep, they are most likely to find themselves well short of carrying capacities, even though they receive the A.U.M. they qualified for.

It might be well to remember that an over-rated range can be just as damaging in adjudicating or readjudicating of grazing units or purchasing additional A.U.M.'s as an under-rated range can be in determining reductions.

**—Welby Aagard, President**
**Utah Wool Growers Association**

# Woolknit associates

1939--1959 .... Celebrating its Twentieth Year of progress in the promotion of domestic knitted wool fashions

WOOLKNIT Associates have recently released their Early Bird Color Chart in wool yarn to the knitwear industry. Because of the lengthy production cycle of wool knitwear, this color forecast is prepared a year in advance in order to give knitters maximum time to take advantage of the tremendous sales stimulus of the newest top-fashion colors. This year rich, full-bodied tones share honors with vapory, misty neutrals that give only a suggestion of shade.

These Color Charts were made possible through ASPC funds. They serve to have the knitter concentrate on wool when developing and planning his knitwear collection. The charts are studied carefully by the fabric houses who coordinate their shades for skirts, suits and coats to match or harmonize with the shades of wool yarn used in sweaters. Initial predictions from dyers indicate that an abundance of wool yarn will be used in fall 1960 merchandise.

Because of the meticulous care with which they conduct their scientific and interpretive research into every facet of the evolution of new color themes, Woolknit Associates have established a solid reputation of accuracy with their seasonal forecasts through the years. For instance, from their soundings of color currents made a whole year in advance, they predicted that the greens would make a big impact for fall 1959. The greens were charted last year, and were the phenomenal successes of the season.

The domestic wool yarn used in this Early Bird Chart was supplied by The Top Company of Boston, and was accurately dyed by Banner Yarn Dyeing Corporation of Brooklyn, New York.

### Tireless Travelers

"Knitted Wools are Tireless Travelers,"—a new promotion piece of Woolknit Associates, received a "fantastic response from the press." These excerpts from that release show how effectively the woolknit story was presented:

"The woman who does the family chauffeuring as part of the daily routine, or the global traveler, knows the importance of clothes that are geared to look and feel good in action. For the long jaunt or the short car hop, the costume of all-American knitted wool has a special gadabout flair that can't be matched. . . .

"Whether it's a quick jet hop, or a more leisurely land or sea trip, a woolknit wardrobe contributes immeasurably to the pleasure of the journey. Knitted wools never look travel-weary or rumpled. The springy fiber bounces back into shape even after being sat on for hours. They're a sure cure for travel fidgets, offering utmost comfort while relaxing en route and absolutely no constraint or binding.

"Because the fiber is alive, knitted wools always look wide-awake and band-box fresh. Even the dampest sea breezes or muggiest weather can't make them limp or listless. And temperature ups and downs pose no problem, since the porous structure of the fiber allows the skin to breathe, guarding against both overheating and sudden chills.

"The classic, universally flattering lines of the new woolknit styles add a tremendous bonus of extra wearing mileage either at home or abroad. A costume of a willowy sleeveless sheath and jacket is a virtuoso in both the day and evening wardrobe. The sheath adds a blouse for solo daytime performance, or festive jewelry for dress-up."

### Toddlers' Wool Sweaters

Wide press use was also made of Woolknit Associates release on "Something Precious in Toddlers' Wool Sweaters." The younger generation loves knitted wool for its soft, cuddly feeling, its gentle warmth, its flexible ease, its magnificent color, states the release. Because it is knitted of fine 100 percent all-American wool it is superior in every way.

The release points out that the great swing toward wool is being reflected in children's sweaters, as more and more mothers are insisting on the superior warmth, wear and comfort that only the natural all-American wool fiber can provide. A special plus quality of wool for children's wear is its positive and guaranteed washability in the new cold water soaps, with no danger of shrinkage, sagging or fading. This new laundering procedure has a magical way of brightening colors.

## Australia Considers Wool Levy Increase

ESTABLISHMENT of a joint wool promotion and research levy on either a rate-per-bale or percentage basis, has been recommended to growers by the Australian Wool Bureau.

W. A. Gunn, chairman of the bureau, in announcing the proposed amendment to the Wool Tax Act, said, "We must increase our wool promotion overseas. To do this and do it well, more money is needed. The bureau believes that insufficient money spent on promotion is money wasted."

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W. A. Gunn, chairman of the bureau, in announcing the proposed amendment to the Wool Tax Act, said, "We must increase our wool promotion overseas. To do this and do it well, more money is needed. The bureau believes that insufficient money spent on promotion is money wasted."

Currently, wool growers are taxed about 45 cents per bale (300 pounds) for the wool use promotion fund and 22 cents per bale for the research fund. Under the Wool Tax Act the assessment for wool promotion is limited to a range of 22 to 56 cents per bale. These limits can not be changed unless present legislation is amended. The actual level of assessment within these limits is determined by the wool bureau.

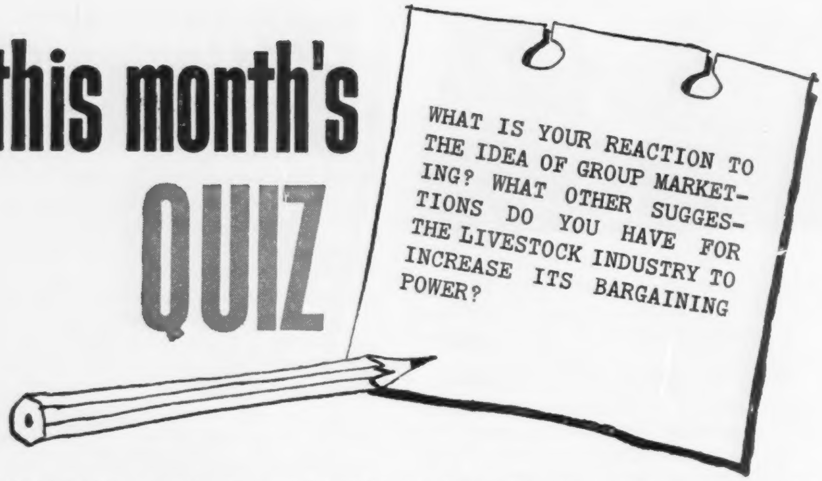
One proposal would raise the limits for promotion and research combined to 1 to 1.5 per cent of the gross returns from the wool clip. The alternative proposal would raise the present limits to $1.24 to $2.24 per bale and retain the present levy of 22 cents for research, with the remainder going to promotion. These increases are opposed by some segments of the industry.

## New Ad Agency Chosen by Wool Bureau

THE Wool Bureau, Inc., has appointed Hockaday Associates as its advertising agency for a new wool promotion program beginning July 1, 1960.

Wool Bureau appropriations for advertising in the new year are still undetermined, according to Max Schmitt, bureau president, but may approximate three-quarters of a million dollars. This figure does not include the cost of large-scale merchandising and publicity activities which will support the promotion program, Mr. Schmitt stated.

# this month's QUIZ




**Editor's Note: In the state presidents' section of our February issue, Colorado Wool Growers Association President Marshall Hughes set forth a thought-provoking idea that the livestock producers must take some group marketing action if they are to remain independent producers. Our quiz question this month is based on that idea.**

I believe that we should have some type of group marketing which will place the grower in a better position to promote and market his lambs. It would also be helpful if there were some type of cooperative slaughter for peak seasons backed by future orders from a marketing division of the American Sheep Producers Council, in cooperation with the Department of Agriculture. Promotion and marketing should be tied together in order to get proper distribution which would build a greater demand for lamb.

Group marketing would give the growers a better bargaining position when selling lambs at seasonal peaks.

**—Phil Erro**
**Fresno, California**

I think group marketing may be one answer to the problem of the meat producer getting his fair share of the consumer's dollar. We were members of the Maryland-Virginia Milk Producers Association for several years. This organization virtually supplies Washington, D. C. with all of its milk. It was a smooth profitable operation for producer, middleman and consumer. We produced a quality product and got premium prices. If we did not produce a quality product, we received less money.

I know it is easier to grade milk than lambs, and that is where the big problem lies. In a group marketing setup, some of the producers of fancy lambs will probably be penalized pricewise if their lambs are put in with lambs of a lower quality. We are generally recognized here in the San Luis Valley as producing the best fat lambs in the U. S. during the pasture season and usually we are paid a premium price.

If I can see where group marketing will benefit us, I will be in favor of it and would be willing to help organize in that direction.

I believe the wool and lamb promotion is paying off and is improving all the time.

**—Burr Randles**
**Randles Farms**
**Center, Colorado**

FEW people realize the complex nature of the curing, handling and distribution of fresh meat in America. Lamb and mutton are perhaps the most delicate and perishable of all popular meats. They must be cured properly and consumed almost immediately while still sweet and palatable and before they get old and "sheepy" tasting.

Two things must be done from the consumer's viewpoint to improve the market for lamb and mutton. First, the housewife must be assured of a steady year 'round supply of fresh meat at nearly steady prices, so she can buy whenever she pleases and not just "in season." Second, a way must be found to utilize the cheaper, less desirable cuts of meat to take the strain off chops and legs, so that these cuts will become lower priced, which will in turn increase their desirability. This would eventually result in larger sales of the entire carcass through greater consumer demand.

Group marketing would be an ideal solution except for two things: Who is going to set up the necessary controls and police the marketing to assure a steady supply of lamb without glutting? and, Where is the money coming from to set up a packing, processing, and distribution system from farm to supermarket? It might be a noble experiment, but surely a costly one.

**—Robert C. Ray**
**Granby, Colorado**

MY own idea is that we will have to build a better market for our product through more advertising. If the tobacco and liquor industries can create a greater demand for their products, why can't we? We have a much better product.

Marketing conditions are so varied that it will be hard to devise a system that will meet all the needs. Where a private system is failing to do the job, a cooperative of some kind may be the answer. I have been marketing my wool through a cooperative for 23 years.

I think there is a great deal to be done in the livestock transportation and handling field. Freight rates are getting out of hand. I would like to see rates tied to the price of livestock so that they would fluctuate up and down as the price of livestock moves up and down. Let's remember when there are no more producers, there will be no more use for livestock haulers.

Let's not kid ourselves, we must become more efficient in our production if we intend to stay in business. We have no choice. We must compete with the synthetics and with the meat imports. It is foolish to go to the government and ask for help. There are more voters who are consumers of fiber and meat than there are producers.

When labor, equipment, land and taxes are going up all the time we livestockmen will have to tighten our belts. If the present trend keeps up, the belt may be all we will be wearing. God save the stockman! When he goes, everything that has made America great will be gone!

**—Earl Ratlief**
**Simla, Colorado**

PERHAPS some sort of group marketing could be worked out. I do not believe it should go beyond the local level, though. A local cooperative made up of county sheepmen, with no outside controls from federal, county or state governments, might be able to get better prices for the lamb producers.

I, for one, would like to see something like this tried. Seems like there would not be anything to lose, and a chance to gain a lot.

**—W. J. Ball**
**Roswell, New Mexico**

IT is going to take a lot of study and thought on the group marketing idea, but I think we are going to have to find a better way of marketing our wool, as well as our lamb crop. I predict that all sheepmen will realize this soon and start doing something about it. I look for the price offered by buyers for lambs to be somewhat lower than this past season which was 16 to 16½ cents in this area for Rambouillet lambs.

**—Bill McKingie**
**Fort Stockton. Texas**

GROUP marketing, to me, is like the old adage, "united we stand, divided we fall." I think we have taken quite a tumble. With the growing threat of live lamb imports and millions of tons of foreign carcasses, we must prepare ourselves for a type of adjustment with which I am afraid we can't live.

**—Ernest Ramstetter**
**Golden, Colorado**

IT seems that the time when an individual could bargain independently is passing very rapidly. Automation has become an important part of our way of life. If we as livestock producers are going to keep up with this ever-increasing pace, our output must also be increased.

Since, in most cases, limited feed and range facilities also limit the increase in the size of the average herd, a cooperative pooling of the salable lambs by a number of individual lamb producers seems to be the only bargaining power we have left.

In most cases, lambs which are sold through such pools are tops. Buyers who can bid on a large number of top lambs can afford to pay a higher price than those who have to bid on a number of smaller herds of individual farms or commission sales rings.

If all the lamb producers would cooperate in these pools, the buyer would soon realize that the day was gone when he could go to the individual farmer and set his price. Instead, those selling in the cooperative pools could set a fair base price and expect a fair return. I believe the old maxim, "there is strength in numbers" still exists even in this age of automation.

**—Mrs. Grace Barclay**
**Sterling, Idaho**

I believe group marketing is a good idea. However, before such a plan can be made effective, the producer will have to sit down with the consumers and other segments of the economy and figure out what the price will be of a given product the livestock industry has to sell, set the price and then sell nothing below that price.

It would probably take some help from the government in order to set it up and regulate it, but a little government help would be better than going broke three times in a lifetime trying to raise livestock.

**—Guy Fagan**
**Ophiem, Montana**

I believe we as sheep raisers should be more active in regard to the marketing, producing and selling of our product. We produce and after that, we are at the mercy of the buyers. We have our various groups set up to promote and advertise our products, but we aren't doing enough and spending enough so that our products will be in demand and have a place in the meat industry in relation to other meats.

I believe one of the most serious threats to our industry is the lack of interest among sheep producers with small farm flocks. We act as if we are immune to the real threats facing our future in sheep and lamb production.

**—Keith Farstveet**
**Beach, North Dakota**

I certainly agree with Marshall Hughes that there is very little chance of the producer getting a larger or fair share of the consumer dollar under the present inflationary trend. Until this trend is halted and our economy put back on a sound basis, I see very little hope for relief.

The producer can not process, wholesale and retail his meat. The producer would have to hire it done and use the high-cost materials produced under this same inflationary system.

I heard a West Coast banker, in an address to a Kiwanis Club meeting not long ago, state that all agriculture was headed for vertical integration. I hope he is wrong, for if we are forced into vertical integration, we will lose our identity as independent producers.

I believe there is a need for some of us who are shooting for a finished milk-fat lamb in late June, July and early August to change our operation and try to cut our costs by raising a later lamb at less cost—a feeder lamb. We give the processor and retailer an opportunity to break the market by glutting it during those low meat-consuming months.

I think if there was more commercial feeding, we would prevent some of the present boom-bust, which occurs in the feeder market. When the feeder buys lambs on which they lose money, they come back next year and try to buy feeders at a price that will recover that loss plus a profit on that year's operation.

It may be possible to do something that will help, but until we get away from the present causes of inflation and get our entire economy back on a sound basis, we are going to be in trouble.

**—Guy L. Arbogast**
**Condon, Oregon**

I do not think very much of group marketing, as one man will produce a finer product than the other, especially with wool and lambs or quality calves.

I do not think we need any more bargaining power. I believe in each man doing his own bargaining.

**—H. V. Robbins**
**Faith, South Dakota**

GRANDPA used to plow with a pair of oxen and start the windmill whenever he wanted a drink of water and, of course, had no inside plumbing, which we all enjoy today. We are just as far behind in our wool and lamb marketing under the present program.

Some of the small producers (say the fellow with one bag of wool) have already contracted their wool for 45 cents per pound, grease basis. Their thinking is "what difference does my little clip make? I couldn't do anything on the market anyway." Think of the many thousands of bags of wool over the United States that are sold that way. It tends to establish a price.

Something could and should be done to handle this situation. The day of the big, rugged individual producer standing alone is about over if he wants to stay in business.

**—W. A. Springer**
**Sheridan, Wyoming**

I am in favor of anything that will improve livestock prices and the marketing of our product. It is my opinion that it is up to livestock producers to work out their own problems and the suggestion which Mr. Hughes made might be of help. I would be glad to hear more about the plan.

**—Robert Spencer**
**Riverton, Wyoming**

THERE seems to be too large a spread between what the producer receives and the consumer pays for lamb. It is a many-sided question and a group marketing arrangement, if properly worked out, could help.

**—Charles F. Spencer**
**Big Piney, Wyoming**

GROUP marketing is all right if it is not compulsory or controlled. I believe we should have higher import duties on all commodities due to the low cost of labor in other countries. I have heard the dollar is only worth 32 cents at this time. What is causing this and what will happen if it goes any lower?

**—Richard E. Snider**
**Sundance, Wyoming**

## NEWS FROM Woolens and Worsteds of America

ONE EAST 42ND STREET, NEW YORK 17, N. Y.

### Miss Wool of America

THE Miss Wool of America program will be supervised by Woolens and Worsteds of America this year, it was announced by G. Norman Winder, president of the association, and will carry the American heritage theme.

According to plans approved at Woolens and Worsteds of America's February board of directors meeting, Miss Wool of America will emerge as a super sales image designed to develop prestige and sales for the American wool industry. Smartly attired from hat to hemline in American-made woolens and worsteds, the "ambassadress of good wool" will travel throughout the country personally presenting the good wishes of the industry to the consumer public.

As in the past, plans for the selection of Miss Wool of America call for each of the twenty council members of the American Sheep Producers Council to select a finalist. This year the Miss Wool of America competition will be held at San Angelo, Texas, the week of May 16. The late-spring date has been timed with the opening of the fall and winter retail buying seasons.

The twenty regional finalists will play an important part in focusing attention on the selection of Miss Wool of America. Woolens and Worsteds of America spokesmen said that the wardrobe of Miss Wool of America will include a 100 per cent wool fashion collection valued at approximately $15,000.

As the industry's fashion ambassadress, Miss Wool of America will participate in many of the special events planned by Woolens and Worsteds of America to commemorate the American wool textile industry's Bicentennial celebration. She will serve as hostess at special functions, will make numerous television appearances, and will be the star model of American wool fashion shows in stores throughout the country. The itinerary will be planned to cover virtually the entire country and store-wide American woolen promotions are planned to be timed with the appearance of the attractive celebrity. Arrangements for all store promotions, including fashion shows and merchandising, are now being made by Woolens and Worsteds of America.

This year for the first time Miss Wool of America will be escorted at her many presentations by "men of good wool," who will model the latest men's apparel of American woolen and worsted fabric. Mr. Winder noted, "It has been proven that women are largely responsible for the selection of men's fashions and control the purchasing dollar of the average family, as well."

Walter Pfluger, a director of Woolens and Worsteds of America, and chairman of the wool advisory committee of the American Sheep Producers Council, said that his organization will probably use Miss Wool of America in its forthcoming advertising campaign to promote American-made wool products.

### Industry-wide Cooperation Reaffirmed

The necessity of strong cooperation between all segments of the American wool textile industry to promote American-made wool products was reaffirmed at the recent two-day meeting of the board of directors of Woolens and Worsteds of America.

Members of the board attending the parley at the Harvard Club in New York City heard Mr. Winder tell them that a "well-rounded, hard-hitting program for promotion of American-made wool products can only be produced by the unselfish cooperation of all concerned.

"A tremendous job lies ahead in the fulfillment of well-coordinated plans," Mr. Winder told the association's directors. "The already proven ability of our group in bringing together all segments of the industry—from wool grower to fabric manufacturer—is a major factor in developing impact for American-made wool products."

The affirmation of cooperation was also sounded by Mr. Pfluger, in his capacity as a Woolens and Worsteds of America director and chairman of the American Sheep Producers Council's wool advisory committee. In clarifying the sheep producers' position concerning the program, Mr. Pfluger told Woolens and Worsteds of America directors, "All efforts will be made to coordinate and correlate all wool advertising and promotion with Woolens and Worsteds of America and Woolknit Associates.

A committee of five directors was appointed to serve in an advisory capacity to reinforce the association's desire to bridge all segments of the industry in its program. Named to the advisory committee were: Messrs. Walter Pfluger; George Ott, chairman of the Wool Promotion Fund of the Wool Trade; Jackson E. Spears, vice president of Burlington Industries; Robert Stopford, of J. P. Stevens; and J. H. Stursberg, chairman of the executive committee of the National Association of Wool Manufacturers and president of Livingston Worsted Mills.

The directors also approved plans for the third annual American Wool Month in September. That month will be heralded by official proclamations from leading government officials and will include an extensive roster of events to promote the sale of American-made wool products.

Discussion at the Woolens and Worsteds of America board of directors meeting—the first parley since the enlarged board was appointed at the organization's first general membership meeting last October—also included plans to popularize the Woolens and Worsteds of America insignia as the hallmark of the quality and value of American-made wool products. Mr. Winder told directors that the use of the seal will "give evidence of the American wool textile industry's vigorous preparation to progress with the increasing prosperity of the country."

## Red Meat Production Up 7 Per Cent

RED meat production in 1959 totaled 26,051 million pounds, 7 per cent above the 1958 production. Of the 1959 volume, 732 million pounds were mutton and lamb, up 9 per cent from 1958; 13,254 million pounds were beef, up 2 per cent from the previous year; 943 million pounds were veal, down 15 per cent; and 11,131 million pounds were pork, up 16 per cent from 1958. Lard production for 1959 at 2,610 million pounds was 16 per cent above a year earlier.

The 15,413,700 sheep and lambs slaughtered during 1959 reflected a 9 per cent increase over 1958; the cattle slaughter of 22,951,800 head was 3 per cent below the previous year; the number of calves slaughtered at 7,772,700 was down 17 per cent; and the number of hogs slaughtered at 81,588,000 head was up 15 per cent.

Mutton and lamb accounted for 3 per cent of the total red meat production in both 1958 and 1959. Beef accounted for 51 per cent of the red meat in 1959 compared with 53 per cent in 1958. Pork comprised 43 per cent of all red meat production during the past year compared with 39 per cent a year earlier. Veal made up 3 per cent of the total red meat in 1959 compared with 5 per cent in the previous year.

# SHOW TOPPERS

### SOUTHWESTERN EXPOSITION AND FAT STOCK SHOW

**Fort Worth, Texas**
**January 29-February 7, 1960**

### BREED CHAMPIONS

Rambouillets:—Champion ram: Texas Technological College, Lubbock, Texas. Champion ewe: Clinton Hodges, Sterling City, Texas.

Delaine-Merinos:—Champion ram, Jack Weaver, Melvin, Texas. Champion ewe: Don Newquist, Stamford, Texas.

Hampshires: — Champion ram and champion ewe: Armentrout and Donley, Norborne, Missouri.

Shropshires:—Champion ram: Grady Doss, Seagoville, Texas. Champion ewe: John Eberspacher, Seward, Nebraska.

Southdowns:—Champion ram: Duron Howard, Mulhall, Oklahoma. Champion ewe: Debra Howard, Mulhall, Oklahoma.

Suffolks:—Champion ram: Davis Harrison, Dorchester, Texas. Champion ewe: C. W. Hunter and Son, Blanco, Texas.

Corriedales:—Champion ram and champion ewe: W. R. Yantis and Son, Findley, Illinois.

Cheviots:—Champion ram and champion ewe: Alvin Helms, Belleville, Illinois.

Montadales:—Champion ram and champion ewe: Audrey Head, Snyder, Texas.

Dorsets:—Champion ram and champion ewe: Oklahoma State University, Stillwater, Oklahoma.

### FAT LAMB DIVISION

Champion Fine Wool Lamb: — Neil Montgomery, Medkiff, Texas.

Champion Medium Wool Lamb: Lanny Savage, Plainview, Texas.

### NATIONAL WESTERN STOCK SHOW

**Denver, Colorado**
**January 15-23, 1960**

### BREED CHAMPIONS

Hampshires:—Champion ram: University of Wyoming, Laramie, Wyoming. Champion ewe: Charles M. Brink, Olathe, Kansas.

Corriedales: — Champion ram: Mary Anne Hoza, Boulder, Colorado. Champion ewe: Donella Guthrie, Boulder, Colorado.

Rambouillets:—Champion ram: Cow Creek Ranch, Gillette, Wyoming. Champion ewe: University of Wyoming, Laramie, Wyoming.

Southdowns: — Champion ram and champion ewe: Duron Howard, Mulhall, Oklahoma.

Suffolks:—Champion ram: Ward R. Smith, Ft. Collins, Colorado. Champion ewe: University of Wyoming, Laramie, Wyoming.

Columbias:—Champion ram and champion ewe: R. J. Shown, Monte Vista, Colorado.

### FAT LAMB DIVISION

The grand champion wether, a Southdown, consigned by Charles Brink, Olathe, Kansas, sold for $380 to Lou Coffee's Steak House, Denver, Colorado.

The grand champion pen of wethers, also consigned by Charles Brink, sold for $33 cwt. to Mann-Boyd & Mann, Inc., Denver, Colorado.

Alex and Bruce Fraser, Ft. Collins, Colorado, exhibited the champion carload of fat lambs. The 50 lambs, averaging 107 pounds, sold to King Sooper Stores, Denver, Colorado, at $22 cwt.

The champion truckload of fat lambs, shown by Kay Smith, Ft. Collins, Colorado, sold to King Sooper Stores, Denver, Colorado for $34 cwt. These 15 lambs averaged 95 pounds.

### WOOL SHOW

The champion territory fleece (three-eighths blood combing) was shorn by Visintainer Sheep Company, Craig, Colorado. This entry also received the Carl Osborne trophy for the best Colorado range ewe fleece.

George Teel, of Hope, New Mexico, exhibited the champion Texas-New Mexico type fleece, a 64's fine combing fleece.

John M. Cok, Manhattan, Montana, was awarded the champion farm flock fleece award with a one-quarter blood combing fleece.

The grand champion fleece in the breed division was a Rambouillet ram fleece exhibited by Charles and Ida Irwin, Buena Vista, Colorado.

According to General Manager Willard Simms, this was the largest wool show at the National Western in recent years with 133 fleeces competing in the open and 35 fleeces in the junior show. This was an increase of 50 fleeces over the 1959 show, most of the increase coming from Colorado entries.

Mr. Simms reports that credit for the superior wool show goes to George Scott, Colorado State University Extension Sheep and Wool Specialist.

# Nielson Sheep Wing to Ecuador

Shown starting their journey to Ecuador are some of the 75 registered Rambouillets purchased from Adin Nielson (l.) of Ephraim, Utah, by Guy Boothby (r.), sheep improvement technician for the United Nations.

THE Nielson Sheep Company of Ephraim, Utah, recently sold 75 registered Rambouillets—two yearling rams, 12 ram lambs and 61 ewes—to be used in a sheep and wool improvement program in Ecuador. The purchase was made by Guy Boothby, sheep improvement technician for the United Nations.

The sheep will be ranged in an altitude of about 12,000 feet above sea level at the Hacienda Mojanda near Quito, Ecuador. This was one of the reasons given by Mr. Boothby for selecting Utah sheep, which are accustomed to a high elevation.

The sheep were trucked to St. Petersburg, Florida, and then flown to Ecuador.

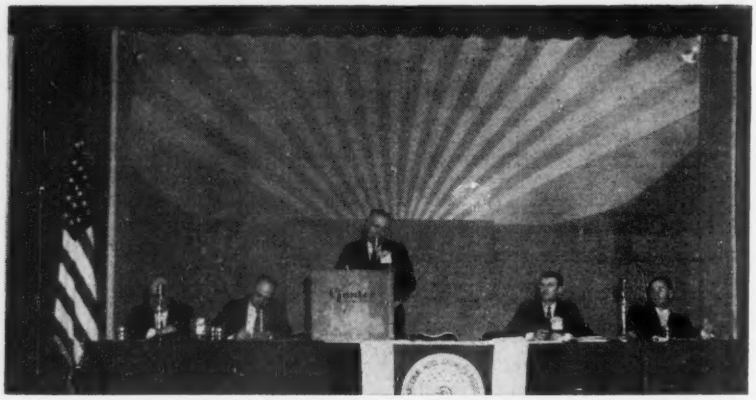
## Lambs on Feed

THE USDA reported a 7 per cent decrease in the total lambs on feed as of January 1, 1960. However, at the National Lamb Feeders conveniton in Des Moines, Iowa, last December, reports were given by lamb feeders representing various parts of the country that would tend to show that the USDA figures might be somewhat short of the actual decrease in the number of lambs on feed.

For example, Preston Redd of Garden City, Kansas, reported that there were probably less than half as many lambs on feed in his state as the previous year. The USDA figures show only a 37 per cent drop. Paul Blood of Morrill, Nebraska, reported an approximately 10 to 15 per cent drop in the number of lambs on feed there compared to 1958. The USDA figures indicate a 2 per cent reduction.

*NWGA Panel Discussion on:*

# "What Makes Lamb Price?"



Members of the panel which discussed "What Makes Lamb Price?" at the San Antonio convention of the NWGA are (l. to r.) L. M. Kyner, vice president, Rath Packing Company, Waterloo, Iowa; J. R. Broadbent, Salt Lake City, Utah; panel moderator, R. R. Rich, Burley, Idaho; Farrell T. Wankier, Jr., NWGA assistant secretary, Salt Lake City, Utah, and Brett Gray, Denver, Colorado.

**Transcript of Discussion at 95th NWGA Convention San Antonio, Texas January 26, 1960**

**PANEL MODERATOR:**

R. C. Rich, Burley, Idaho

**PANEL PARTICIPANTS:**

Farrell T. Wankier, Jr., Salt Lake City, Utah
Brett Gray, Denver, Colorado
L. M. Kyner, Rath Packing Company, Waterloo, Iowa
J. R. Broadbent, Salt Lake City, Utah

**FARRELL T. WANKIER, JR.:**

Have you ever stopped to think about what makes up lamb price? It's far more than the price paid to a sheepman for that 100 pounds of live lamb. The price that Mrs. Consumer pays for a cut of meat in the retail market is the sum total of the profits and losses of the producer, the wholesaler, the retailer, and the packer.

As a result of the intricate channels and processes through which the lamb must go to reach the consumer, the producer receives little more than half of the total dollar spent for his product.

The average production costs of the producer in the last three to four years have increased around 12 per cent according to USDA figures. I am sure that production costs have increased at other levels of the meat trade, both retail and wholesale. But the fact remains that the producer has not been reimbursed for this increase in production costs. If lamb prices do not increase in relation to the cost of operation, then efficiency must be raised or the producer will go out of business.

Efficiency, I am sure, has been tried by everyone before. Sometimes its accomplishment is rather slow and many times it is very expensive and may lead into such traps as overweight lambs, or something of this type. Nevertheless, I am sure each producer strives for efficiency all along the line. In this booklet we have prepared charts and graphs to display some of the factors which relate to the price which you as a producer, wholesaler or retailer may receive for your lambs. We make no claims that we present all the facts possible, but we do say we have tried to present most of the important facts which are confronting us today.

If you will follow through with us in the individual pages of this bulletin, I am certain you will become more familiar with the factors pertaining to what makes lamb price. Brett Gray and I will attempt to explain each page as we go through this pamphlet.

**BRETT GRAY:**

I would like, first of all, to say a word about the charts in this booklet. On a good many occasions, I have shown a chart or a graph to an individual who automatically rejects it because he seems to think that it is far too complex for his understanding. Actually, a chart or a graph makes it possible to relate quickly and easily some very unrelated factors. This is what I mean: We can take a block of paper and can relate through lines and bars many, many pages of figures. We can, in this way, let you absorb in a relatively, I hope, painless period quite a few hours of work. I would hesitate to estimate how many hours of digging, compilation work, and reworking have gone into the charts that you have in this booklet. We hope that through this visual means we can tell a long story in just a short period of time and tell it in a very understandable way.

**MR. WANKIER:**

These charts are not based on a cents-per-pound basis, because cents per pound of live animals cannot be directly compared. All data referred

## Pamphlet Prepared

In connection with this panel discussion on "What Makes Lamb Price?", which was a part of the 95th annual convention of the National Wool Growers Association, a pamphlet bearing the same title was prepared by Farrell T. Wankier, assistant NWGA secertary in cooperation with Brett Gray of Denver, Colorado. Mr. Gray served as a consultant on the pamphlet, which was prepared under the direction of NWGA President Harold Josendal. The entire pamphlet is inserted in this issue of the National Wool Grower in order to give a complete picture to our readers. Several references to the charts in the pamphlet appear in this transcript.

to is in terms of the number of dollars received for a Choice 100-pound lamb with a full-wool pelt on the Chicago market. All the statistics which we have compiled are taken from the USDA publication Livestock Market News, with the exception of the pelt prices which come from the National Provisioner.

The carcass, or wholesale figure, is based on the New York wholesale prices. According to the USDA, on a 100-pound live lamb, there is a 49-pound carcass. From this 49-pound carcass, a retailer can cut out an average of 47.2 pounds. Through careful, scientific sampling, the USDA has taken many samples on the New York market to derive their figures, and, by compiling these sampling figures, they are able to relate this to the total number of dollars the consumer spends for lamb.

(Mr. Gray explained the legends for the charts on the fifth through tenth pages of the pamphlet. This explanation can be found on the fourth page of the pamphlet.)

**MR. GRAY:**

Let us review what has happened to the producer beginning with the rising market in the early part of 1955. It dropped beginning in April and then jumped again in the early part of the summer, and then experienced a steady decline throughout the rest of the year. In 1957 there was a smoothing out of the process of price changing and a relatively steady trend through the rest of the year that held until the early part of 1958. That was followed by a break, a rise and late in the year, a severe price decline. In 1959 the market again went up and then down a long way.

Now, let's follow the retail income level. In the first two years and the first part of the third year, the same price pattern was followed; that is, it fluctuated in the same direction that the live price fluctuated.

However, only once did the the retail level drop below $30 after April of 1957, even though there were several dips in the live price. That retail level has climbed steadily and has had an amazingly level price pattern. Only in the early part of 1959 (February and March) was there a decline, followed by an immediate rise to a very high point in June.

Looking at the packer position, in general, through 1955, the packer had two very bad months (November and December). In 1956, the packer was again caught in a squeeze and later in that year, his position improved. Because of the wool price break in 1957, that was not a good year for the packer. Beginning the early part of 1958, however, the packer maintained a better position until the early summer squeeze that year. In the latter part of 1959, the packer had an extremely good position.

**MR. WANKIER:**

Concerning these charts, I do not believe we can emphasize too much the fact that these are average figures. Perhaps, in your particular area, you can say, "Are these going to apply to my area?" We certainly know that some retailers have not made margins such as were pointed out by Mr. Gray. On the other hand, we have seen in our observations that other retailers have made such margins.

There is little doubt that should you take one of these pamphlets and show it to your meat market man in your chain store, he would say, "Well, I haven't any markups like this." I am sure he would deny this and probably would have to deny it. As I said before, we do not question the fact that some retailers do not have this wide a profit range. On the other hand, some individuals have done so to make this average come out the way it has.

For example, during November in a sworn statement that was made before the Select Committee on Small Business of the House of Representatives of the United States, what we are showing here was outlined exactly. It was shown that a chain store in Denver paid an estimated $19.25 for a 50-pound U. S. Choice carcass and sold the cuts from this 50-pound carcass for $35.80. This is a gross margin of $16.55 or a percentage markup of 85.97 per cent. I am sure we would all like to receive a margin like this on our money. Of course, this may be an extreme case.

Perhaps the retailer didn't think this 85 per cent markup was too high. Perhaps he thought this was a fair margin, but I am sure that Mrs. Housewife thought that the price of lamb was high in this particular store.

Thus far, we have attempted to show you some background information. It might be well to call what we have shown "What Has Happened to Lamb Price?" rather than "What Makes Lamb Price?"

**MR. GRAY:** (pointing to chart on 10th page of pamphlet):

This chart is established on an annual average basis and is pulled out of the monthly charts just reviewed. We have pulled out separately the packer and retailer position in order to show more easily how they are related. We had a slow but steady climb at the live price level until 1959. There was a slight tip-off in the retail level (1956) and then a very definite incline up to the high point in 1958. There was a drop at retail in 1959, but it was considerably less than the drop in the live price, with the result that instead of an $8.71 overall gross markup for that year, the retailer had $9; instead of a $3.81 gross position for the packer, it went to $3.94. (Editor's note: 1959 figures revised since pamphlets were printed.) Many retailers will say that they can not make a 100 per cent markup. However, I think it is important that we know what these words mean.

Gross markup, according to Mr. Webster who has written a rather large book on the subject of what the word means, says that in commerce it is "The amount added to the cost price in figuring a selling price to cover overhead and profit." I have had some rather violent arguments with retailers on this point. They say, "I buy a unit for $1.00 and I sell it for $2.00. I've got a 50 per cent gross markup." They must use a different word because in terms of gross markup, which is a recognized trade term, they have a 100 per cent gross markup. If they say that, they have to use a different word. They cannot use "gross markup" when they start to do their calculations from the top side down instead of from the bottom side up. They can call it anything they like, but they certainly must call it something other than that.

**MR. WANKIER** (pointing to chart on 13th page of pamphlet):

Many sheepmen will, no doubt, recall the words of the packers, the wholesalers and others stating that the ASPC's promotion should not take place in the New York area but that they should try to promote lamb in the lesser consumption areas; in other words, to attempt to draw away from the New York market some of the lamb going into it because this is where our prices are established and this is where they are broken. On this chart, you will see the lamb supply trends in the New York City area. In the upper lefthand corner, you will see the supply trend and the total supply of lamb in this market. You will see that from 1954 to 1955 the total lamb supply in the United States did increase slightly, and then from 1955 there was a decline. In 1959 we had a rise in the total tonnage in the United States. The total tonnage in 1959 amounted to 732 million pounds.

The blue bar in the lower left-hand corner of the chart shows the local slaughter in the New York-New Jersey area. The red bar shows the shipped in slaughter, which means the tonnage moving into the New York area.

Through 1958, the general pattern of the local slaughter has been the same

as the rest of the total production—a general decline, with the exception of 1954. While the local slaughter has decreased however, the supply shipped in has remained about steady up until 1959 when an increase was noted.

Right above this particular chart, the blue figures indicate the total pounds used in the New York area. In other words, in 1955 the New York area consumed 176.5-million pounds of lamb, which amounts to 23.3 per cent of the total production of lamb.

Since the pamphlets were prepared, we have found that the supply shipped in to the New York area in 1959 has greatly increased. The New York area consumed 24.7 per cent of our total lamb production in 1959. This is an increase over the amounts for 1955, 1956, 1957 and 1958.

I would like to point out that predominantly the carcass price of lamb, as established on the New York market, has made the very inflexible product we now have on lamb. It is a very narrow and sensitive product. It has been said that if you send an extra two lambs to the New York market, you could almost break that market, and if you send them an extra three or four lambs it would break the market.

**MR. GRAY:**

I might say the increase of "in shipments" in 1959 over 1958 amounted to more than half a million carcasses. That's quite a few carcasses and it put New York back up to where they were getting 24.7 per cent of the entire supply of lamb in the nation. There is little doubt that that is directly tied in with the extreme fluctuations we saw in the New York wholesale market during 1959, a thing that was not evident to a fraction of a degree in 1958.

Now let's take a look at this concentration of buying power. (chart on 15th page of pamphlet). The upper section of the chart deals with the packing industry. Those are old figures relatively speaking—1955—but it does show that 15 of the largest packers in the lamb business did almost three-fourths of all of the slaughtering in 1955. All of the other packers—and we estimate there were about 200 of them—did only a fourth of the total lamb slaughter. When we compare that with what the 15 biggest meat killers did, we find 40.4 per cent of the beef kill and 64.3 per cent of the hog slaughter. It simply emphasizes the fact that this business is held in a rather few hands.

At the bottom of the page we see the retail picture. Actually I do not believe that this tells the whole story by any manner or means. It shows that 13,500 stores, and that is about 4.6 per cent of all the retail stores in the nation, did 35 per cent of the retail food business, while 296,000 stores in the smaller chains and independents did 65 per cent of the business. If that were true for lamb, I don't think we would have too big a headache. However, there is a USDA study, which I have not yet had an opportunity to relate precisely to this picture, which shows very definitely that the larger the chain and the larger the store, the more likely they are to handle lamb. The smaller the chain and the smaller the store, the less likely you are to find lamb at any time. I believe it is completely fair to say that these 23 chains probably do in excess of 80 per cent of the lamb business in the nation. You can draw your own conclusions from that.

**CORRECTION**

An error was made on 15th page of the booklet, "What Makes Lamb Price?" The last line should read "Source: Progressive Grocer" instead of "National Provisioner."

**MR. WANKIER** (pointing to chart on 16th page of pamphlet):

Another serious problem directly related to lamb price is one on which I don't think we can ask the packers or retailers for help. This is a problem of weight. To make our comparison on this heavyweight category, we have selected a California market, not because California is any more guilty than any other market of delivering heavyweight lambs, but simply because this California market is a little bit more isolated and the supply does not fluctuate quite as much as in some of the other markets.

On this particular chart, the red graph line shows the average weight trends and is keyed to the right margin. You will see that this is the average total weight of the lambs hitting this market for a given month of the year. The blue graph line is keyed to the left and gives a price comparison at the same time of the year, by month, etc. This is a comparison of how this weight and price relationship works. The vertical red bar represents the supply of lambs in the California market.

Very briefly, the point demonstrated here is that we have an inverse relationship. As weight goes up, price goes down; as price goes up, weight goes down. This has generally shown itself throughout the four years represented, with the exception of one particular period. This is the early part of 1958.

Notice on this chart the lines cross somewhere between the weight range of around 103 to 107 pounds. That leads us to believe that if the weight range were somewhere between 103 to 107 pounds, these price fluctuations would tend to level off. This is only one particular market we are talking about.

**MR. GRAY** (pointing to chart on the 17th page of pamphlet):

This chart relates to the same subject, but here we are talking about the nation rather than one state. The dark line or the vertical bar represents the total pounds of lambs slaughtered in that one month. The red bar represents the average carcass weight. The dark line above is the five-year average of supply. The last factor that we want to look at is the price factor, or the red graph line.

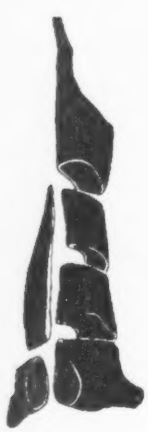
Now, with these basic points in mind, let's take a look at what happened. I imagine I've talked with quite a few hundred producers who all wanted to know what in the world happened to the lamb market last winter. I think we have a large portion of the answers right here. This is your mid-year line here, and note that in the early months of the fall the slaughter was substantially below the five-year average. The price began to come off in that seasonal pattern we have seen so often even though that supply was below normal. In November, as a matter of fact, when the first real amount of that fall price break began to show, we had the lowest supply in six years and four months. Then the very next month, for the first time in quite a while, we saw the supply jump slightly above the five-year average. The price went off further.

Notice, at the same time, what is happening to carcass weights. They are climbing very steadily and all too rapidly, I'm afraid. Then in January we had a combination of factors that was pretty bad. This 75 million pounds of lamb that was marketed in January was the highest point of supply in more than 12 years. At the same time, we had carcass weights that reached above a 50-pound average in the nation. You know what happened to the price. I don't need to tell you. The supply stayed above normal for three more months and the carcass weights stayed at a substantially high level, a dangerously high level.

The important point to show here, as I see it, is that the price did not begin to improve even though the supply came back to where it was pretty well in line with the average point. The price did not begin to improve until the carcass weight began to drop off. I believe that there is a very firm relationship between the average weight

(*Continued on page* 45)

# WHAT MAKES LAMB PRICE



National Wool Growers Association

## INTRODUCTION

There is only one reason for developing charts and graphs such as the ones in this pamphlet . . . it is to enable the reader to absorb quickly and painlessly a set of data which might require many pages to describe in words. It is possible, through this visual method, to show comparisons of related data which would be extremely difficult to analyze if presented in terms of written words or columns of figures. By this means the reader can "see a big picture" in just a few minutes even though the research investigation and compilation of data that has gone into the charts may have taken hundreds of hours of work.

That is why the following pages are submitted in this form . . . in order that you may review certain factors and data which tell important parts of the story as to how your industry reached its present position, why it has followed the path that it has in recent years, and to enable you to make decisions on future action based upon actual data rather than upon vague suppositions or hear-say information.

Virtually all the information herein contained has been developed from USDA data. It is all public information, but is presented in a somewhat different manner than in the government publications from which the basic data was derived.

As is the case with virtually all statistics of this nature, allowances must be made for the fact that many "averages" are contained in the data. This simply means that any specific set of lambs might not strike precisely on the data as pictured because they could be above or below the so-called average line or point. The purpose of this presentation is to show overall patterns or trends in the various factors which go together to establish the price that the "average" producer received from the lambs that he produced or fed. It should not be assumed that the whole story of lamb prices can be assembled on these few pages, nor can it be assumed that all of the related factors are shown. There are far too many variables from one area to another in terms of types of production, marketing patterns, and even who your lamb buyer happens to be, to tailor-make an overall graph or chart which would fit every situation. These pages must be accepted as a general guide and each individual must make the necessary mental adjustments in order that he may apply the data to his own particular operation.

According to USDA statistics, production costs in the sheep business have increased more than 12% in the last three years. Lamb prices have not gone up in comparison. Whenever prices do not keep pace with costs, efficiency must increase or the producer will go broke.

**HERE ARE SOME OF YOUR PROBLEMS.**

## GROSS INCOME AND MARGIN TRENDS IN THE LAMB BUSINESS

On the following seven pages are bar charts which demonstrate the relative income to the producer, the packer, and the retailer from the conversion of a 100-pound live lamb to retail cuts sold to the consumer. The charts are set up in order to realistically compare the income that each phase of the lamb industry receives in the lamb business.

With the exception of pelt credits which were averaged from weekly reports in the NATIONAL PROVISIONER, all data is derived from the USDA publication LIVESTOCK MARKET NEWS. Basis for charts:

1. A 100-pound choice live lamb, full wool pelt, Chicago market prices.
2. The 49-pound (average weight) carcass from that live lamb, New York City wholesale price for choice carcasses.
3. The total sales income from the retail cuts (47.2 pound average) sold from the 49-pound carcass, composite New York Retail price.

Because of the scope of the data, this study has certain limitations:

A. The New York price basis does not always hold true for the rest of the country.

B. Different competitive conditions in different wholesale and retail markets will result in different margins than those here shown.

C. Pelt credits are averages, Chicago basis, and therefore cannot be precisely compared with all markets across the country.

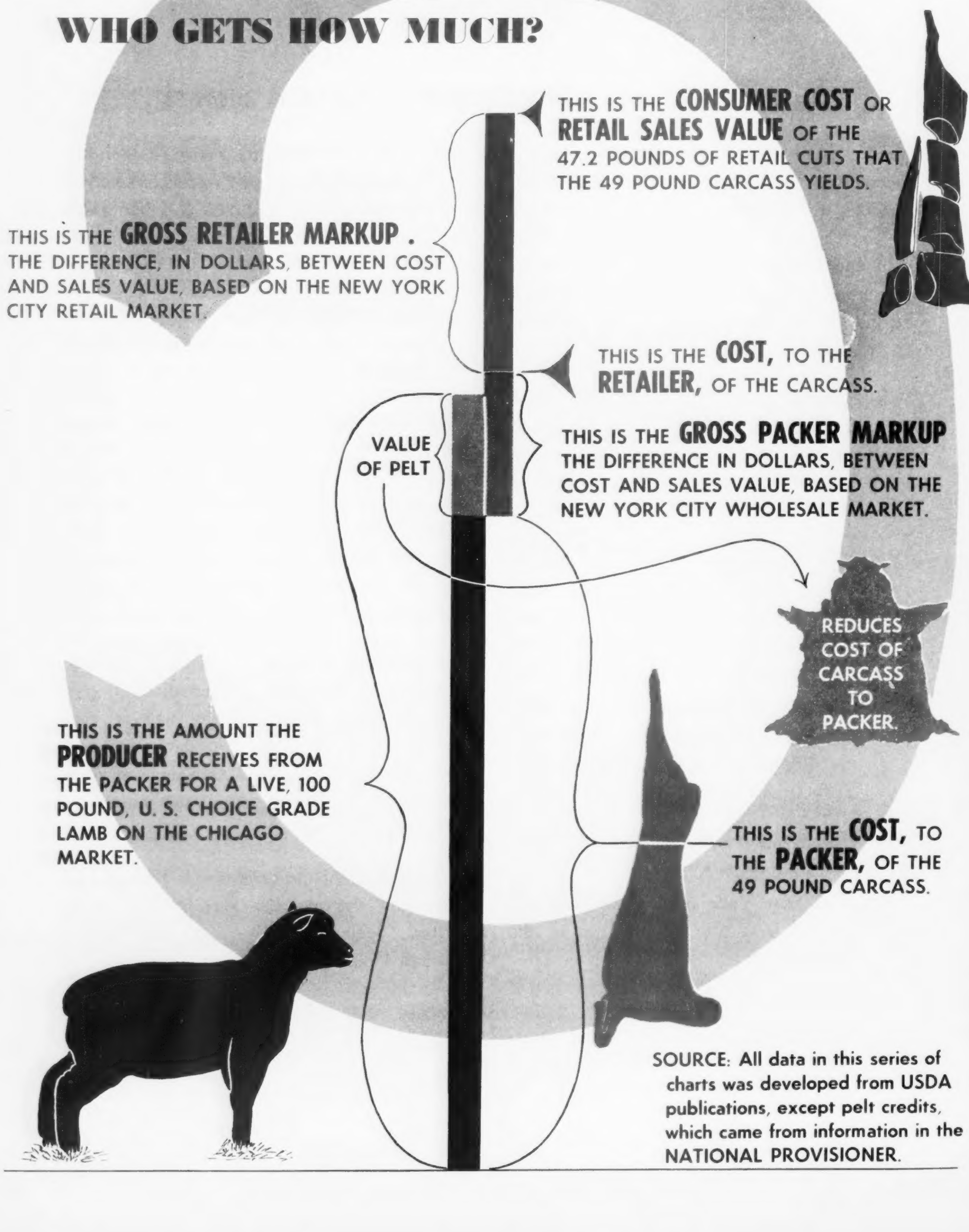
Because of these limitations it must be recognized that the story told here is one of TRENDS ONLY. Margins which are accurate within narrow limits on the New York market might not apply in other cities; however, the trends are conclusive in that they demonstrate what, in general, has happened and is happening to the lamb industry.

The composite retail price published by USDA is arrived at through a careful scientific sampling of retail stores on two days of each month. Since the same two dates are used each month, price samples are taken on about one out of 12 shopping days, and margins of error are relatively small.

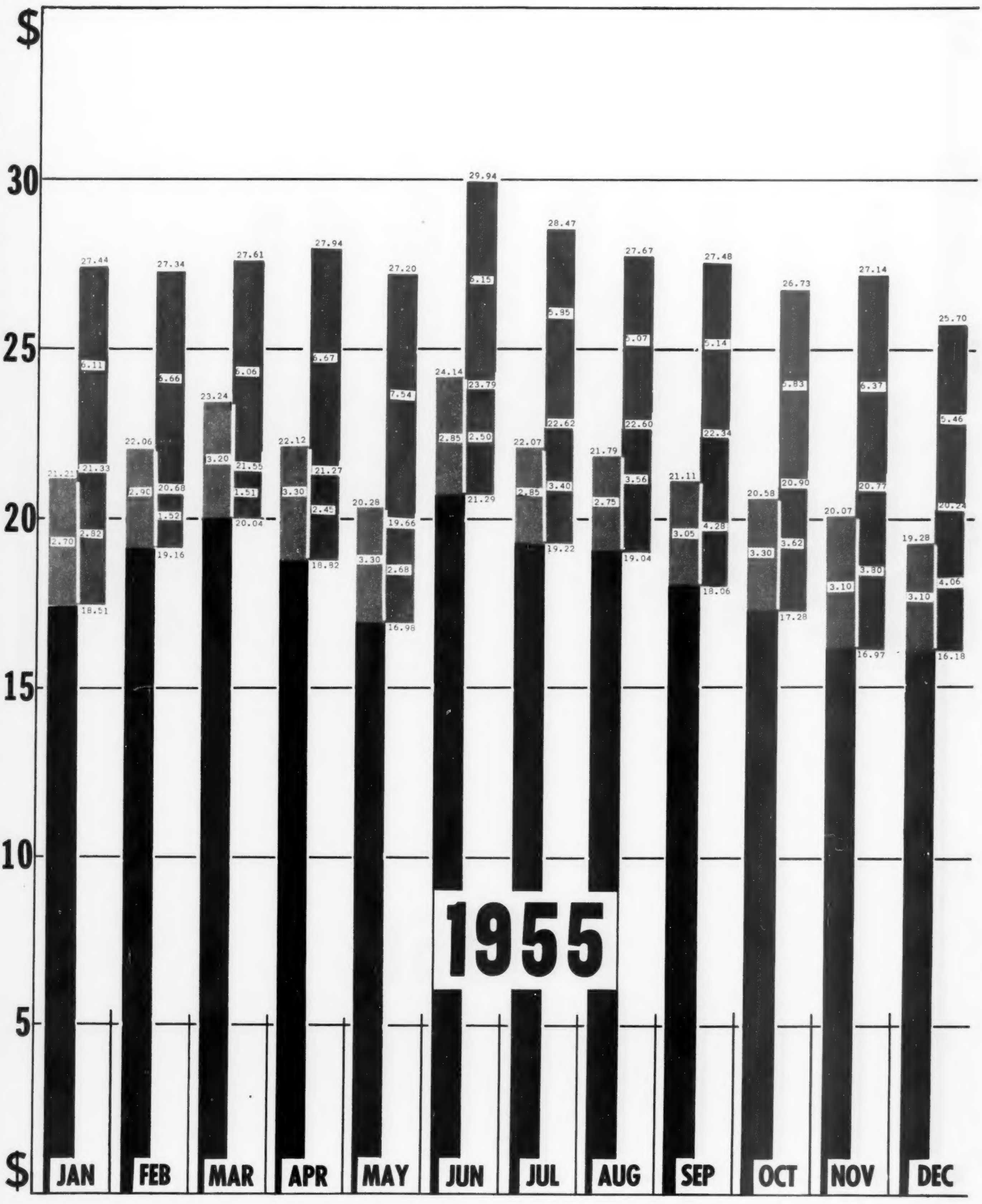
Study the next page carefully; it tells you exactly how the monthly average data is described, beginning with 1955 and carrying through October of 1959.

# CONSUMER COST OF LAMB . . .

## WHO GETS HOW MUCH?




SOURCE: All data in this series of charts was developed from USDA publications, except pelt credits, which came from information in the NATIONAL PROVISIONER.



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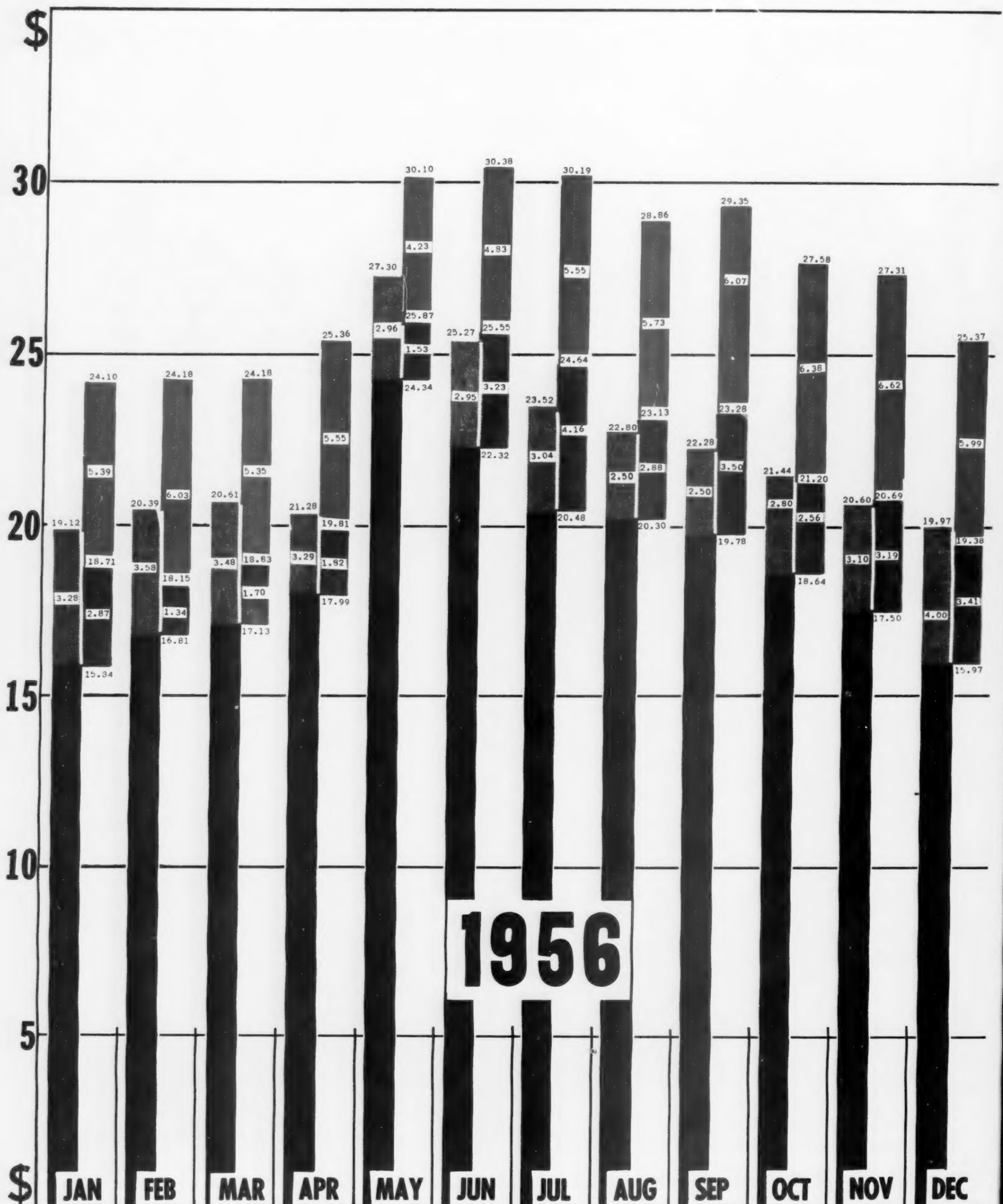
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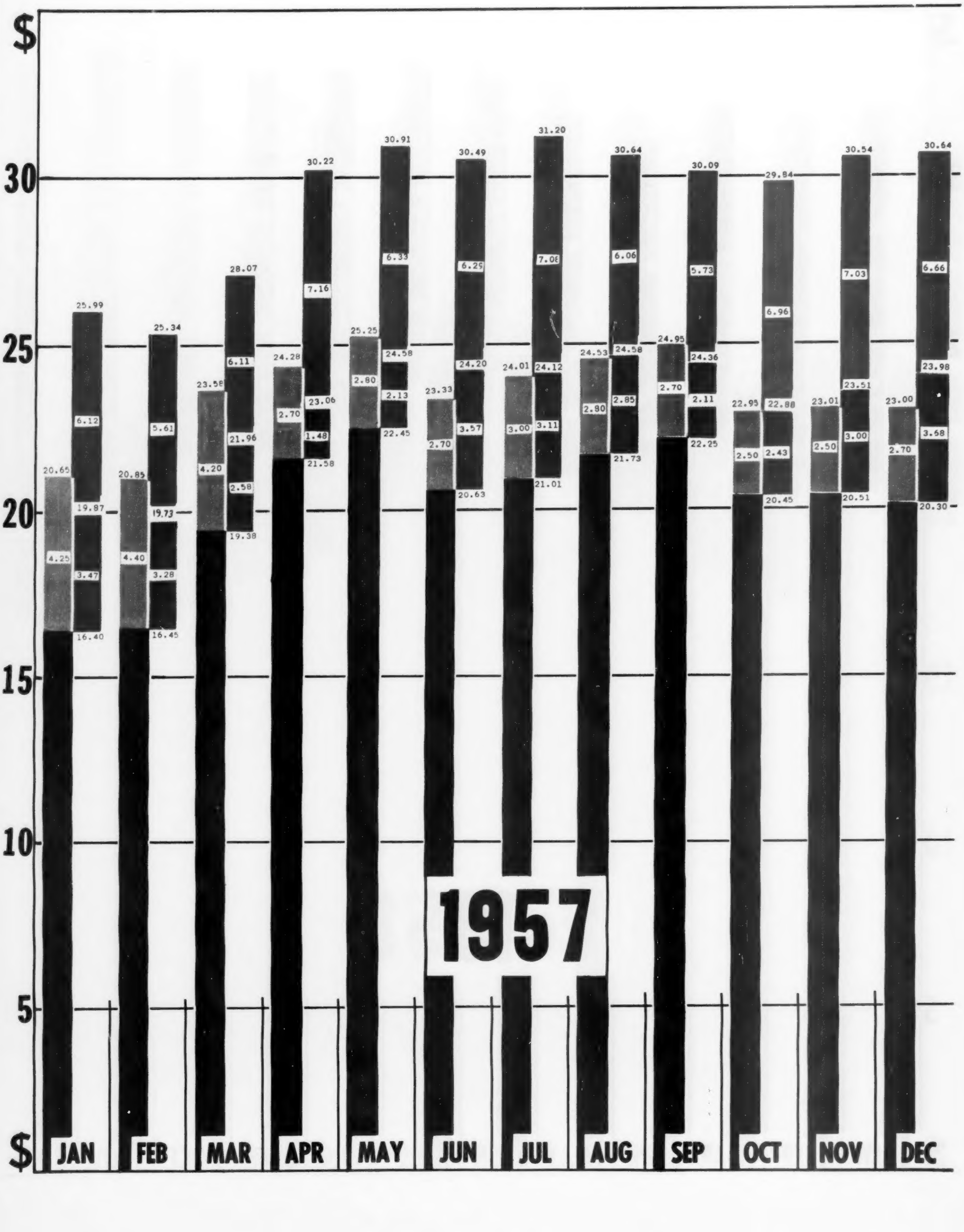
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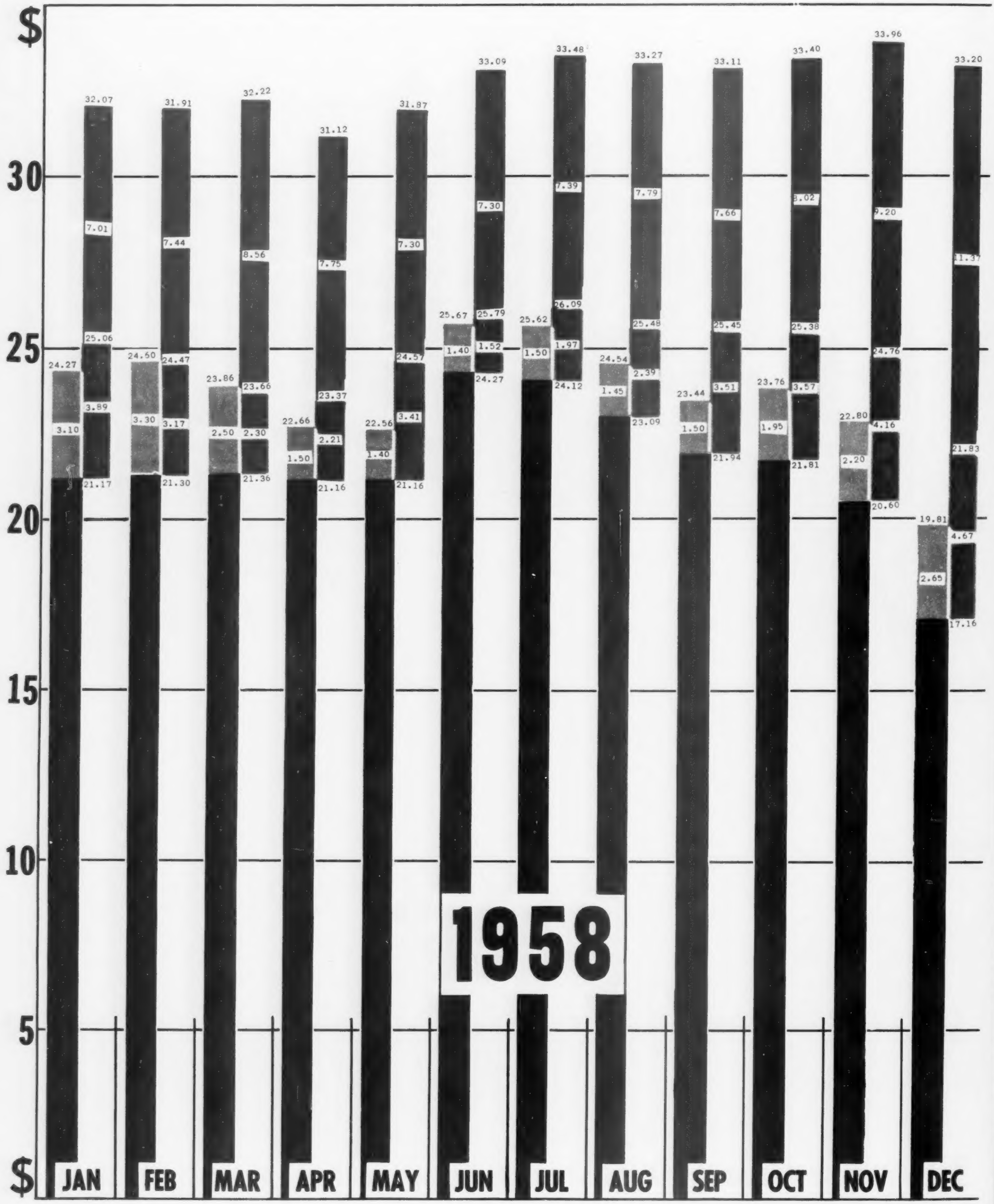
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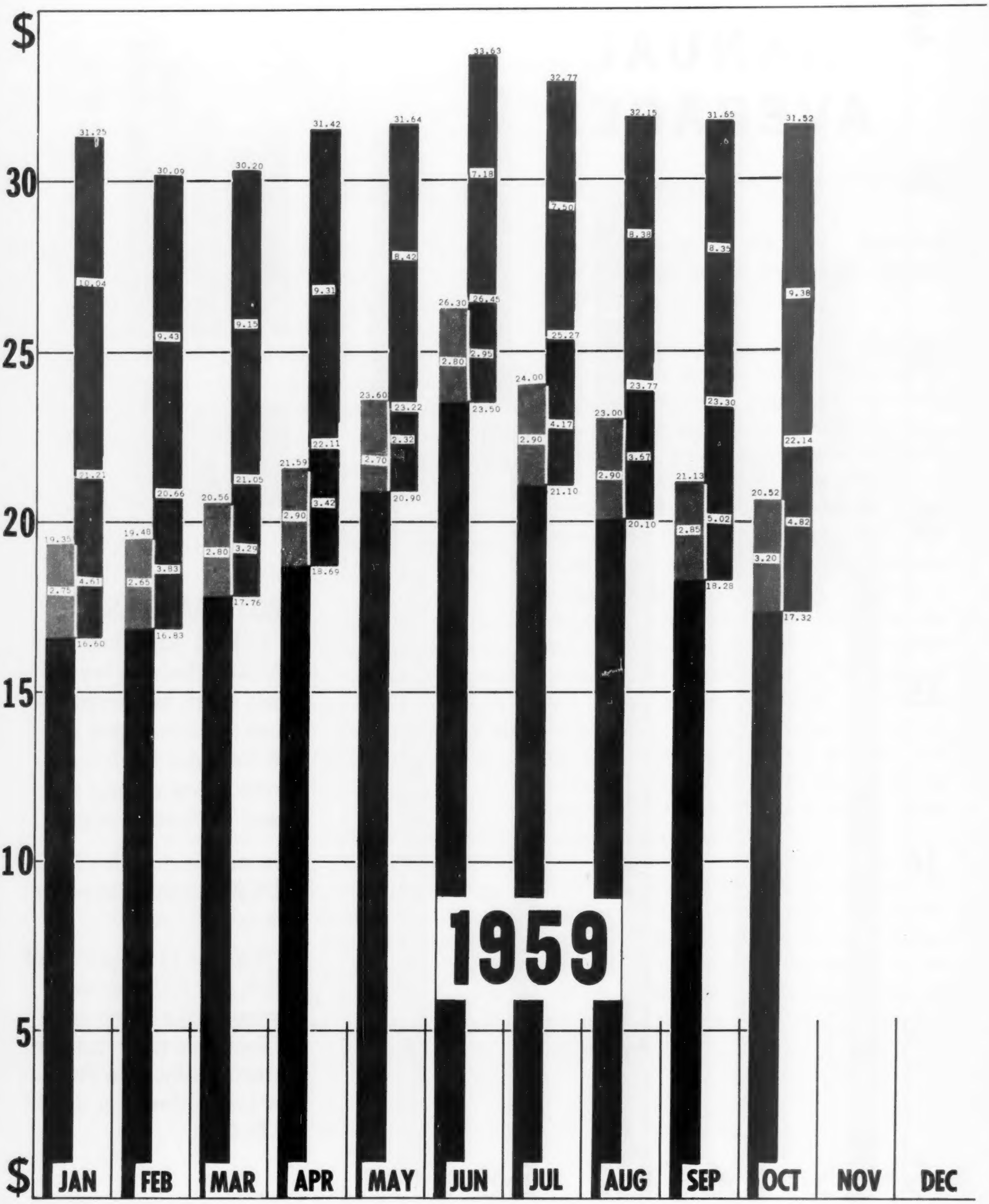

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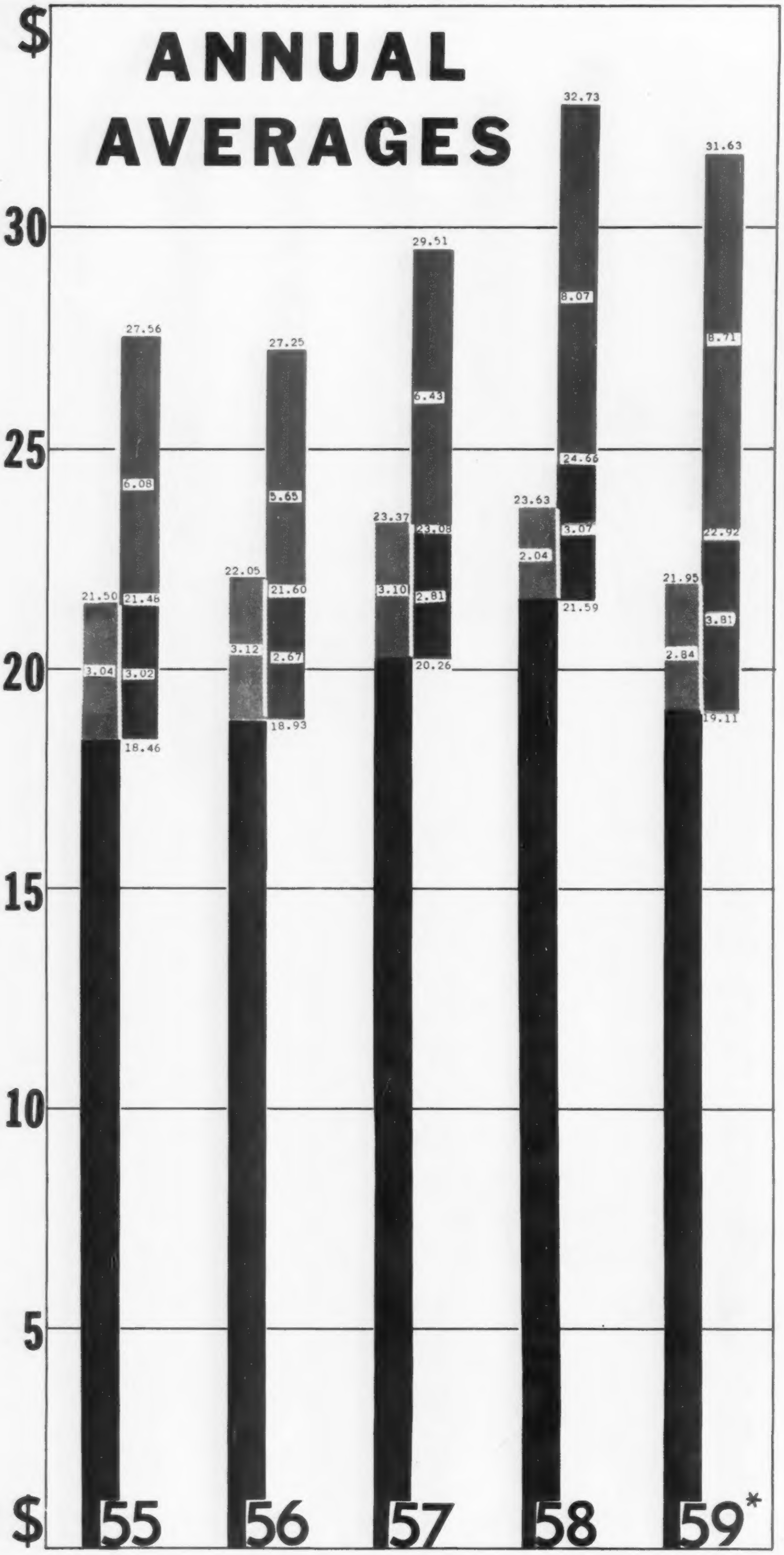
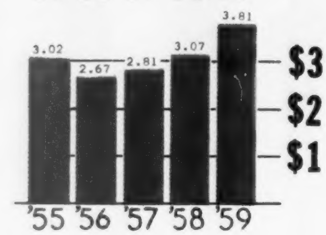



* First Ten Months


**GROSS MARGINS...**
**at RETAIL (top) and PACKER (below) levels have been separated from the Averages at left in order to demonstrate more clearly the trend of these margins.**

**The position of the PRODUCER is easily seen at the left.**

**In the first ten months of 1959, the Retailer and Packer have been able to increase their margins substantially. The Producer has suffered a drop of $1.68.**

## CONCLUSIONS ON MARGIN TRENDS

Important points to consider in the foregoing margin series are the RELATIVE positions of the three segments of the industry. On the monthly charts it is noted that the general level of retail sales value or consumer cost has increased substantially since 1955 and that the seasonal fluctuation evidenced through 1955, '56, and early '57 has almost disappeared. In other words, steadily increasing consumer purchasing power and the producer advertising and promotion program has resulted in little or no consumer resistance to the retail price of lamb.

By contrast, the fluctuations in the live market have followed the traditional pattern except for a period in 1957 and '58 when price stability at the live market level was remarkable. This stability came to an abrupt end in October of 1958 and fluctuations have been marked since that time.

The packer position in this five-year period has seen two extremes, though annual averages show a steadily increasing gross margin. Decreasing pelt values during the wool price slump in 1957 and '58 hurt the packer position but even so he managed to improve his relative position. During the period shown in 1959, the packer has had the healthiest condition of the entire five-year spread. September was the biggest month since before January, 1955.

Retailers, as a group, may say that they are not taking as large a markup as is shown in these charts. Some undoubtedly are taking a lower "cut," but others are taking far more. For example, a sworn statement submitted to the Select Committee on Small Business of the House of Representatives of the United States shows that, in November of 1959, from lamb prices observed in Denver, Colorado, a chain store paid an estimated $19.25 for a 50-pound U. S. Choice lamb carcass and sold the cuts therefrom for $35.80. This would result in a gross markup of 85.97% from cost and a gross margin of $16.55. This is an extreme case, but such extremes are bad for the entire lamb industry. It is especially bad when we recognize the FACT that few if any producers and feeders made money on lambs marketed at that time.

This margin series is designed for only one purpose . . . to show WHAT HAS HAPPENED in the three segments of the industry so far as relative price and relative income are concerned. The following charts will give some of the reasons on WHY this trend has occurred.

## LAMB SUPPLY TRENDS IN NEW YORK

The chart at the right demonstrates the trends in lamb supply for the New York City area. The slaughter data includes the New Jersey slaughter which is largely channeled into the New York trade area.

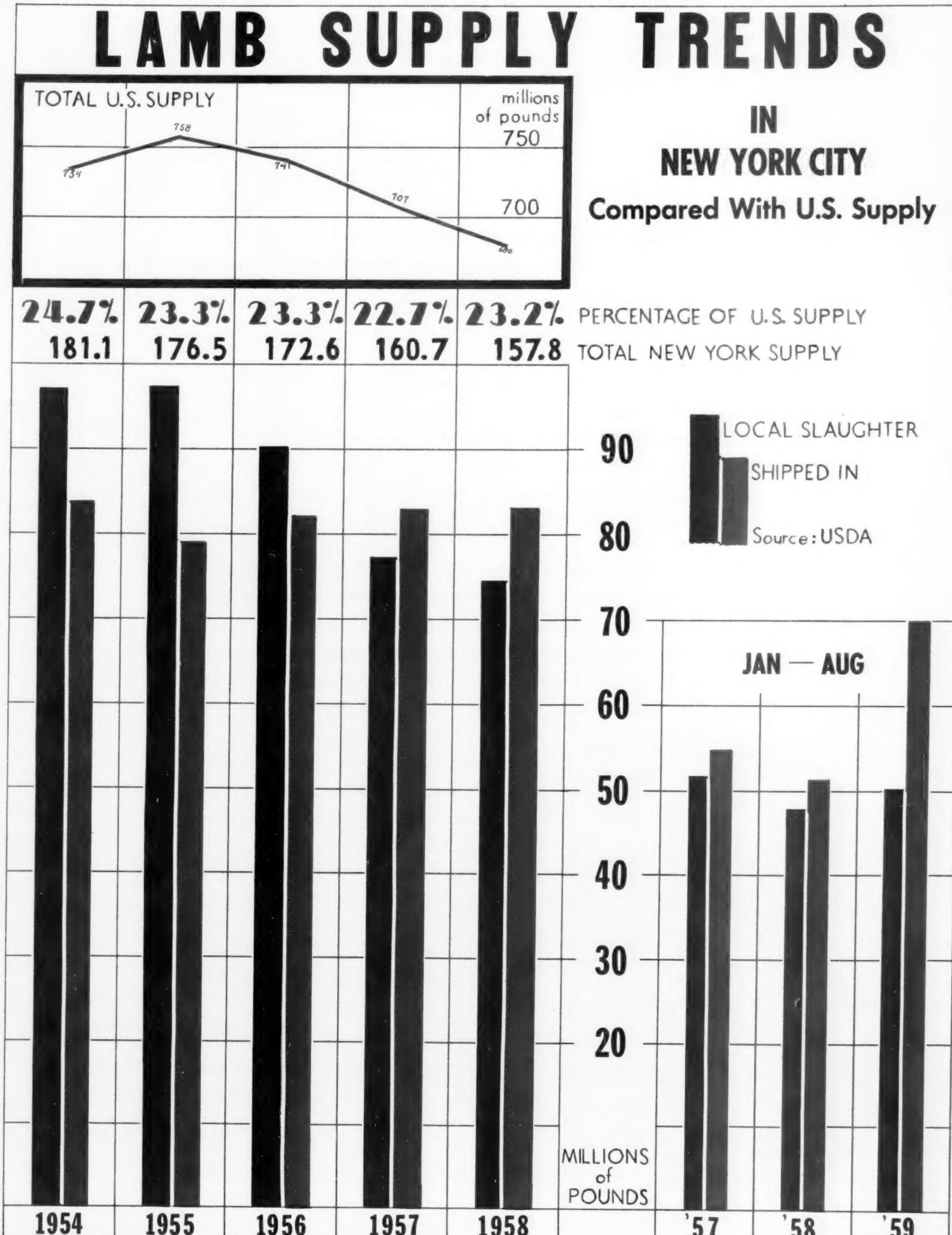
The total U. S. lamb supply graph line in the upper left hand corner demonstrates the slaughter trend from 1954 through 1958. At this printing, precise figures on the 1959 slaughter are not available, but our estimates indicate a probable production between 730 and 735 million pounds.

It should be noted that the New York (and New Jersey) slaughter bars follow approximately the same pattern as that of the U. S. In other words, it has dipped fairly sharply since the high of 1955. Indications are that 1959 slaughter will be about equal to 1958. In contrast is the red bar which shows the shipped-in tonnage of lamb. This portion of the New York supply is largely Western dressed lamb.

There has been a relatively steady supply of in-shipments after the dip in 1955. It simply means that packers, brokers, and wholesalers have been shipping a larger percentage of the total lamb kill into New York City. The January through August period of 1957, '58, and '59, shown at the extreme right of the chart, indicates that an even sharper increase of in-shipments has occurred in the first eight months of 1959.

Many sheep men will remember that, over the past several years, major packers have stated that they felt any promotion or advertising on the part of the AMERICAN SHEEP PRODUCERS COUNCIL in New York City would be wasted. Packers have said that the ultimate objective of the Council should be that of diverting lamb away from this major center of consumption, thereby largely avoiding the periods of temporary over-supply which have always resulted in critical price breaks. It is difficult to justify the statements of these packers with what is obviously their present policy of increasing shipments to that market.

The percentage figures shown in red are a measure of the portion of the total U. S. supply that goes to New York City. A reduction of this percentage was accomplished in 1955; it held steady in 1956; dropped in 1957; then increased in 1958. It would appear that something should be done to achieve the goal that the packers themselves have considered advisable . . . reduction of in-shipments of lamb into New York City. The increase of in-shipments in the January-August period of 1959 over the same period of 1958 are very startling. Converted to live lambs, this increase amounts to approximately 400,000 head. There is little doubt that this increase is directly related to the extreme price fluctuations at wholesale level in New York City during 1959 and the attending downward pressure exerted by packers on the live market.


LAMB SUPPLY TRENDS
IN
NEW YORK CITY
Compared With U.S. Supply
TOTAL U.S. SUPPLY
millions of pounds
750
700
734
758
741
707
24.7% 23.3% 23.3% 22.7% 23.2% PERCENTAGE OF U.S. SUPPLY
181.1 176.5 172.6 160.7 157.8 TOTAL NEW YORK SUPPLY
LOCAL SLAUGHTER
SHIPPED IN
Source: USDA
90
80
70
60
50
40
30
20
MILLIONS of POUNDS
JAN — AUG
1954
1955
1956
1957
1958
'57
'58
'59

## CONCENTRATION OF BUYING POWER

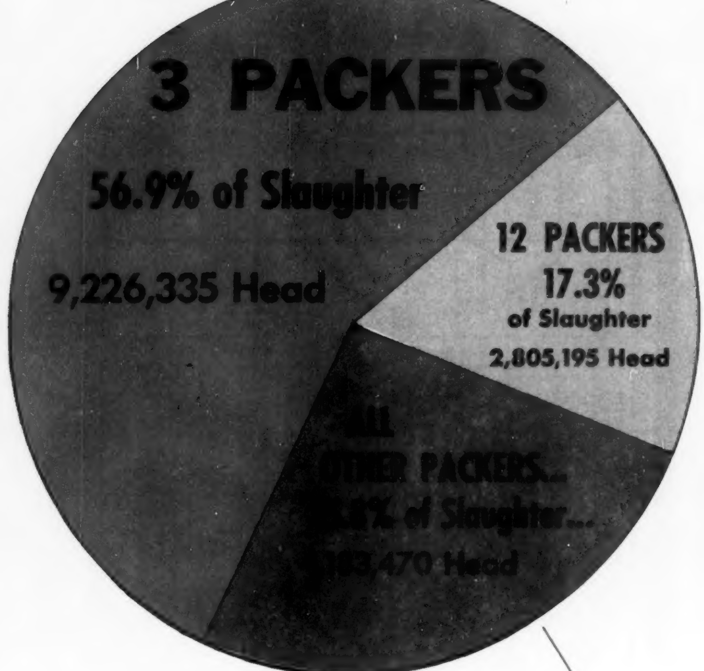
The chart on the opposite page shows the relative competitive position of the packing industry and the retail food industry.

Producers and individual feeders have always operated as individuals, never having concentrated their products in order to attain a commanding bargaining position in the market place. There is no single sheep outfit in this country that could sell one of the largest chain store organizations enough lambs to supply them for a three-day lamb sale in New York City.

The packer data presented here was developed from a Packer and Stockyards Division, USDA, report. 1955 is the most recent year for which such figures are available. It is startling to note that, of the approximately 200 packers that slaughtered lambs in 1955, 15 packers did nearly 75% of the total lamb business. Only three packers killed over 56% of the total lambs.

On the retail side of the coin, the situation looks no better for the producer than does the packer side. The retail data is more recent, but it actually does not demonstrate the true intensity of the problem. While precise figures are not available, estimates by well informed individuals indicate that the 23 major chains (shown as holding 35% of the total retail food business) actually do far more than 35% of the lamb business. This estimate is borne out by the fact that major chains are ALL engaged in lamb retailing while many independents or small chains handle little or no lamb at all.

# CONCENTRATION OF BUYING POWER

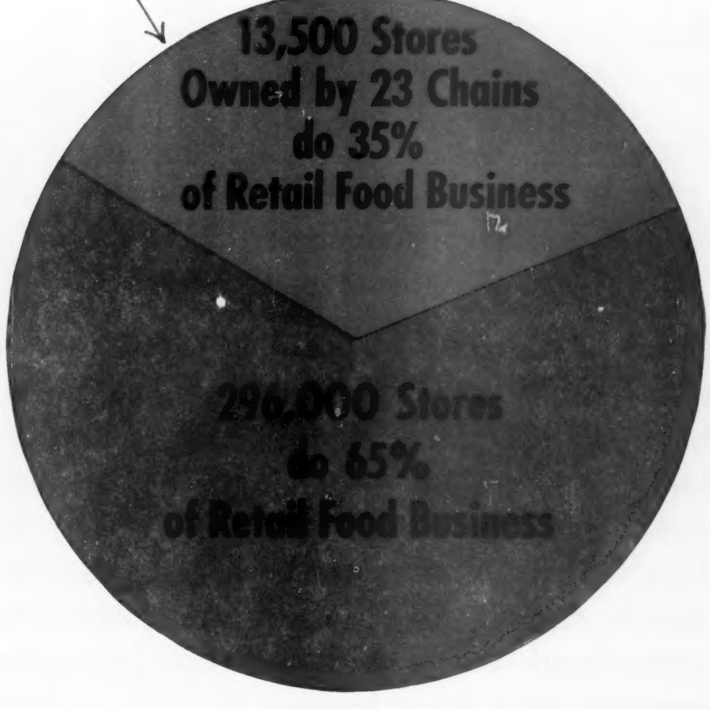



## MEAT PACKERS

In 1955, about 74.2% of Lamb Slaughtering done by 15 Packers. About 175 other Packers did only 25.8%.

During the same period, the fifteen Packers did 40.4% of the Beef Kill and 64.3% of the Hog Slaughter.

SOURCE: U.S.D.A.



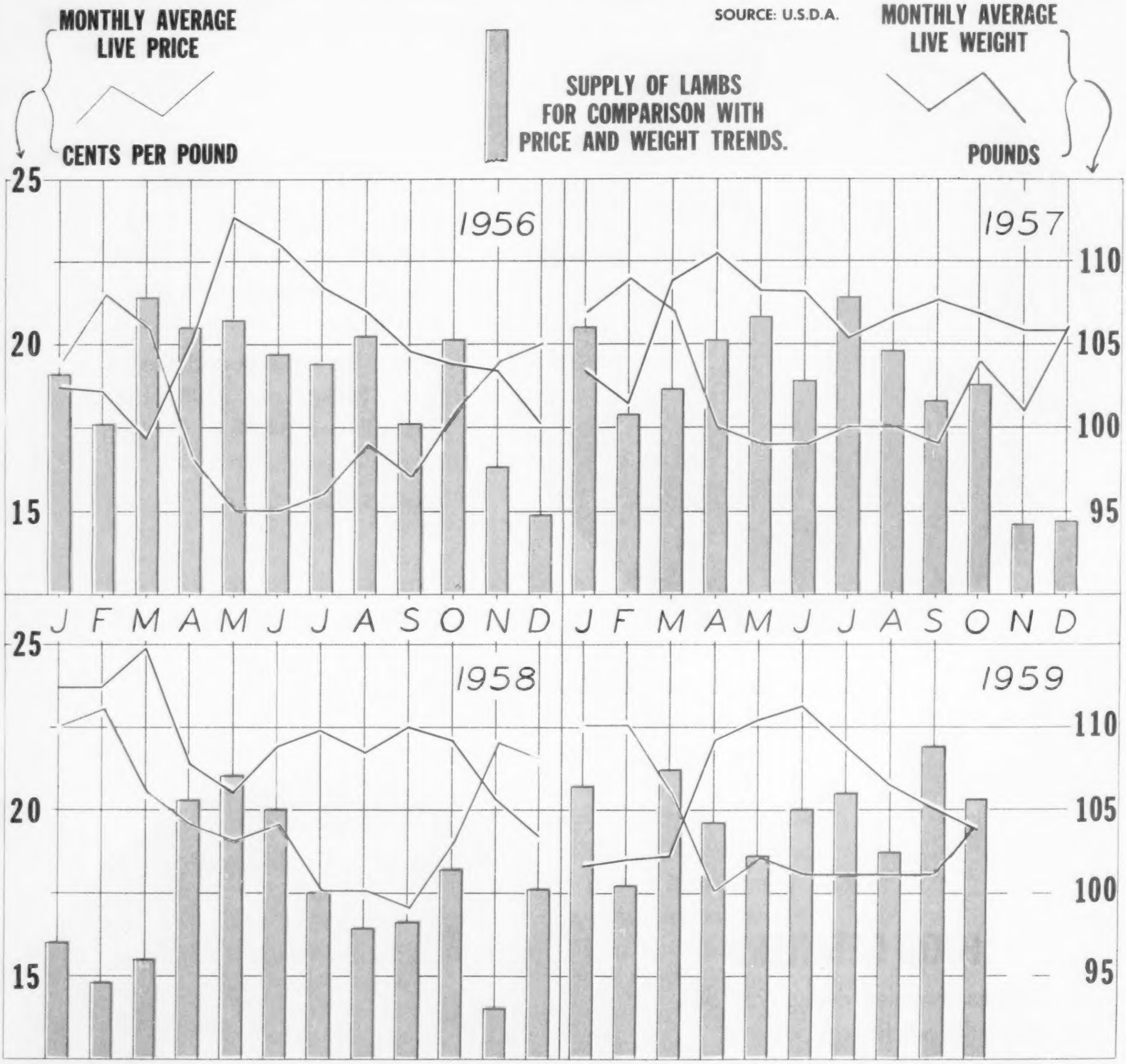

## FOOD RETAILERS

Figures compiled during 1957-58 show the purchasing power of Retail Food Outlets, with 23 Chain Organizations (13,500 stores) doing 35% of food business.

All Other Stores (about 296,000) do 65% of food business.

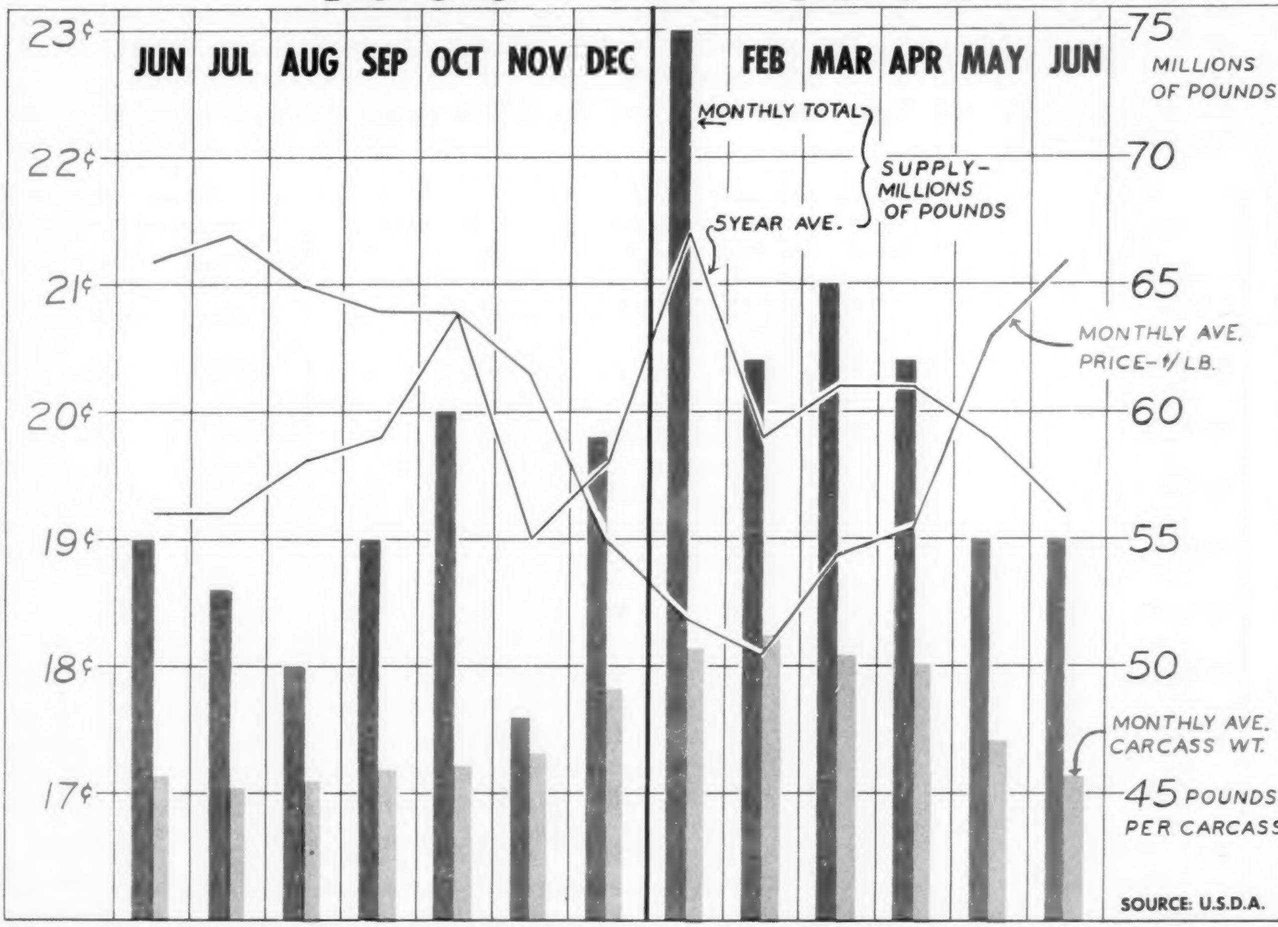
SOURCE: NATIONAL PROVISIONER

# COMPARISON OF LIVE PRICE, AVERAGE LIVE WEIGHT AND SUPPLY OF LAMBS—CALIFORNIA




Lamb prices are very closely linked with weight trends. In general, it can be said that, as weight goes up, prices go down. The break-point seems to be between 100 and 105 pounds. Only once since 1955 has this relationship failed . . . from November of 1957 through February of 1958 prices were strong though weights rose sharp. Then, as weights dropped in the March-May, 1958 period, prices also dropped. This condition is explained by the supply factor. Very low supplies held prices up through the heavy-weight period and heavy supplies forced prices down in April and May even though weights were much lower.

# LAMB PRICE TRENDS...
## and Influencing Factors...U.S.
## 1958 and 1959




Some of the factors involved in last winter's price break are shown here. Comparison of monthly and 5 year ave. supply shows the August - November period is below normal, with November the lowest in 6½ years. Thus supply did not cause the price break of November which became worse in December. Rumors of large imports of frozen lamb did upset the market. The price break became worse in December and supplies rose substantially. In January, not only did supplies reach the highest point in more than 12 years, but average carcass weight jumped to critically high levels. The carcass weight increased still further in February and supplies were above normal. This combination of factors could, and did, have only one possible result... an even sharper price break. Price recovery began as carcass weights began to drop, but went above 20¢ only when both supply and weight were reduced.

## COMPARISON OF YIELD ON CUT-OUT TESTS . . GRADED VS. PACKER LABEL

A few months ago, one of the ASPC merchandising men made two cut-out tests on two lambs. The tests were made within the same week, in the same city. One of the lambs was a USDA CHOICE and the other was a packer branded lamb of that packer's top selection. The graded lamb was a cent and one-half more expensive to the retailer than the ungraded lamb, and was priced substantially higher in the meat case. Even so, the packer labeled lamb yielded a better gross markup than the other. For comparison, we have adjusted the cost price and the selling price on the two carcasses to the same figure, calculated cut-by-cut yields and present below the results. The graded lamb figures are shown in red (A) and the packer label lamb is shown in blue (B).

| CUT | PRICE PER LB. | WEIGHT OF CUT | | % OF CARCASS | | RETURN IN $ | |
|---|---|---|---|---|---|---|---|
| | | A | B | A | B | A | B |
| LEGS | $ .79 | 15.12 | 16.12 | 27.5 | 30.3 | 11.94 | 12.73 |
| KIDNEYS | .29 | .25 | .25 | .4 | .5 | .07 | .07 |
| SHANKS | .39 | 1.62 | 2.00 | 2.9 | 3.8 | .63 | .78 |
| LOIN CHOPS | 1.19 | 5.31 | 4.50 | 9.7 | 8.4 | 6.32 | 5.36 |
| RIB CHOPS | 1.09 | 3.38 | 4.25 | 6.2 | 8.0 | 3.68 | 4.63 |
| SHLDR. CHOPS | .69 | 1.56 | 1.88 | 2.8 | 3.5 | 1.08 | 1.30 |
| NECK, BONE IN | .29 | .82 | 1.38 | 1.5 | 2.6 | .24 | .40 |
| STEW, BONE IN | .19 | .88 | .50 | 1.6 | .9 | .17 | .09 |
| PINWHEELS | .59 | 3.50 | 2.00 | 6.4 | 3.8 | 2.06 | 1.18 |
| PATTIES | .59 | 1.31 | 1.50 | 2.4 | 2.8 | .77 | .88 |
| RIBLETS | .39 | 2.00 | 2.45 | 3.6 | 4.6 | .78 | .96 |
| SHOULDER ROASTS BONELESS | .89 | 7.44 | 8.68 | 13.5 | 16.3 | 6.62 | 7.73 |
| WASTE — BONE | | 5.06 | 4.18 | 9.2 | 7.8 | | |
| WASTE — FAT | | 6.75 | 3.56 | 12.3 | 6.7 | | |
| TOTALS | | 55.00 | 53.25 | 100.0 | 100.0 | 34.36 | 36.11 |

| | A | B |
|---|---|---|
| COST OF CARCASS @ 48c | $26.40 | $25.56 |
| GROSS MARKUP IN $ | $ 7.96 | $10.55 |
| % OF GROSS MARKUP | 30.2% | 41.3% |

# IMPORTS
## of LAMB and MUTTON

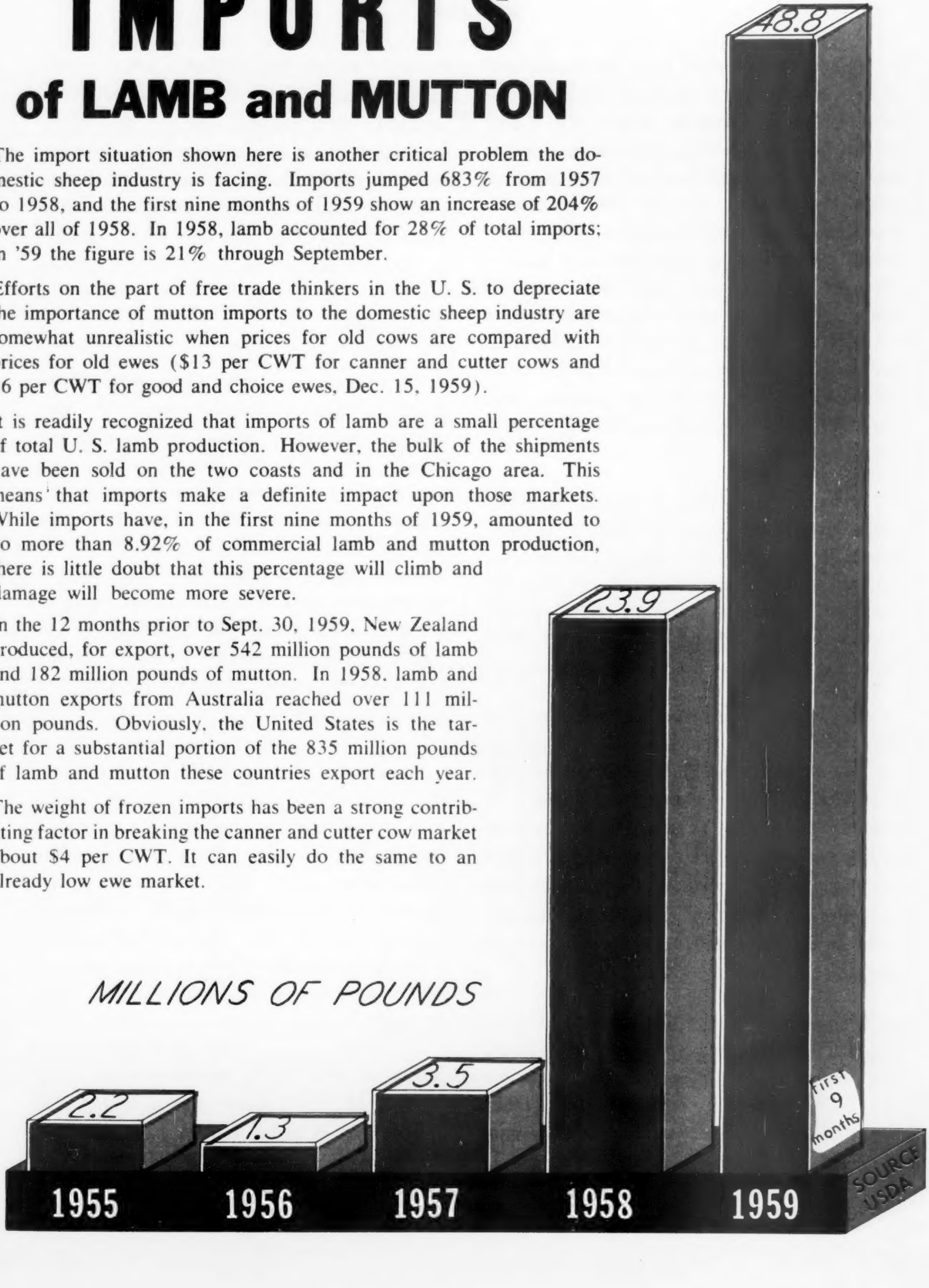
The import situation shown here is another critical problem the domestic sheep industry is facing. Imports jumped 683% from 1957 to 1958, and the first nine months of 1959 show an increase of 204% over all of 1958. In 1958, lamb accounted for 28% of total imports; in '59 the figure is 21% through September.

Efforts on the part of free trade thinkers in the U. S. to depreciate the importance of mutton imports to the domestic sheep industry are somewhat unrealistic when prices for old cows are compared with prices for old ewes ($13 per CWT for canner and cutter cows and $6 per CWT for good and choice ewes, Dec. 15, 1959).

It is readily recognized that imports of lamb are a small percentage of total U. S. lamb production. However, the bulk of the shipments have been sold on the two coasts and in the Chicago area. This means that imports make a definite impact upon those markets. While imports have, in the first nine months of 1959, amounted to no more than 8.92% of commercial lamb and mutton production, there is little doubt that this percentage will climb and damage will become more severe.

In the 12 months prior to Sept. 30, 1959, New Zealand produced, for export, over 542 million pounds of lamb and 182 million pounds of mutton. In 1958, lamb and mutton exports from Australia reached over 111 million pounds. Obviously, the United States is the target for a substantial portion of the 835 million pounds of lamb and mutton these countries export each year.

The weight of frozen imports has been a strong contributing factor in breaking the canner and cutter cow market about $4 per CWT. It can easily do the same to an already low ewe market.



## SUMMARY

1. Of great importance, from the standpoint of the producer and feeder, is the trend in margins that is evidenced by the first charts in this book. Obviously, inflation is increasing costs in the retail food and meat packing industries, just as it is in the production and feeding end of the lamb business; but the producer is receiving a proportionately smaller share of the consumers lamb dollar all the time. Industry representatives of the producers and feeders are currently conducting a series of conferences with the other segments of the industry to discuss this problem with the view of obtaining more real income for the basic industry.

2. Action must be taken to turn the trend of shipments of carlot lambs into New York City, especially during the peak supply periods. Cooperation from the packing industry must be obtained in order to prevent the critical market breaks that have always occurred when New York City has a few more lambs than normal.

3. A very severe problem lies right in your lap, as a producer. That problem is one of carcass weight. ONLY the producer and the feeder can correct the weight situation. A definite effort must be made on the part of producers and feeders to provide the public with the type of product they are willing to buy at a good price. This means that the heavy weight, and particularly the wastey lambs must be held to a minimum.

4. To point up the inequities that Federal Grading of lamb has brought upon the industry we have included a comparison of cut-out tests. These cut-outs emphasize two points. First, that the retailer is misleading the consumer by saying that "USDA Choice" rather than top packer label lamb is the best buy. Secondly, these cut-outs and the percentage breakdown of the various cuts from a carcass show the producers that a lamb is not all legs and chops. Most important, it emphasizes the waste in terms of fat that is in a U. S. choice grade lamb and which makes such a carcass far more expensive, both for the retailer and the consumer.

5. Very closely linked with the weight problem is that of distribution of marketings. No producer or feeder can expect to see a supply situation such as that of January, 1959, without expecting the market break that inevitably will go hand in hand. This is perhaps one of the most difficult problems that must be solved and probably the best approach would be that of expanded market information in terms of a more complete and rapid knowledge of the number, the quality, and the location of lambs that would be coming to market for slaughter throughout the year.

6. The import situation is the last of the factors which you, the producer, must consider in planning future strategy in your operation and for your industry. There is no question that, unless action now underway in the Tariff Commission proves helpful in terms of limiting imports, you must either reconcile yourself to the competition of larger amounts of foreign lamb or the legislative route must be taken.

These are some of the problems in the sheep industry for which solutions must be found if the industry is to be healthy.

**IT IS YOUR BUSINESS AND THESE ARE YOUR PROBLEMS.**

# Lamb Price Panel Discussion

(*Continued from page 24*)

of the lambs you put on the market and the price you will receive for them. That's your problem and one that no one else can do anything about. I want you to think about that carefully.

There is another chart (18th page of pamphlet) showing a comparison of yield on cut-out tests that we put in because it is most interesting. This data was developed from two cut-out tests that were done by Al Hardt who is the roving specialist for the American Sheep Producers Council. He cut out two lambs on the same basis. He didn't realize at all that I was going to do this later on. One of the lambs carried a U. S. Choice label; the other one bore a top packer's label.

I want to make two points here: first, of course, the difference in waste between the USDA Choice and the top packer label lamb. I want you to notice another thing and that is that a lamb is certainly not all legs and chops. According to data that the USDA furnished us, about 20.8 per cent of the average lamb carcass is in the legs; about 18 per cent in the shoulder; while the chops amount to about 17¾ per cent; the shanks, stew, etc., 8.3 per cent; the rib chops or rack, about 8 per cent; the riblets, 1¼ per cent; the neck, 2.3 per cent; the trimmings, in the neighborhood of 4.3 per cent; and the breast, nearly 9 per cent.

The retailer has a great deal of lamb to sell after he has put his high-price chops and legs on the counter. In other words, we want you to recognize and not to forget that there are many problems in retailing lamb that makes the price on chops and legs look rather bad. The rest of the lamb has to be sold, too.

I want you to pay particular attention to the fat and bone waste in these two lamb carcasses which were quite close together in weight. There was a great deal better margin of profit or markup for the retailer in the top packer label lamb than in the government Choice lamb.

**MR. WANKIER** (pointing to chart on 19th page of pamphlet):

Imports have certainly been a contributing factor to the total lamb price in 1958-59. Imports have risen from 3.5 million pounds in 1957 to 23.9 million pounds in 1958, and to 57 million pounds in 1959. This shows a very rapid increase. In other words, the 1959 imports represent 242 per cent of the 1958 imports and 1651 per cent of the 1957 imports.

I would like to point out that this figure does not represent just lamb imports. Up through September around 21 per cent of the total imports were lamb. The rest was mutton. Even so, this is a very significant factor on our market, and, of course, we are working on this problem now. This does have influence on our markets, especially in the coastal areas of California and New York where these lambs are hitting and, therefore, it tends to hurt them perhaps more than other areas. Some of it gets into the Chicago areas, too. This does have a reflection on the over-all market because, to a great extent, your market prices are established in these coastal areas. Therefore, you can see what the imports can do to our total lamb price.

Straying a little bit from the imports, I think we might say that we do have definite marketing problems. These problems lie within all categories of the sheep industry. I don't think we can blame our troubles on any particular individual or firm. I think the producers have as much at stake in this as anybody else, and we must produce better weight lambs more efficiently. Of course, we need help from the retail and the wholesale outlets as far as merchandising is concerned.

**MR. GRAY:**

I just finished a study the Friday before I left Denver in which I tried to relate the price of old ewes to the imports by month. There is a flat relationship. The Foreign Agricultural Service can say there is relatively little impact on the sheep business if they wish, but there is and there has been at least $1.50 per hundredweight downward reaction as these imports grew.

There is one other point which is extremely important to me, and that is the intensity and the change in supply from month to month. When we see a fluctuation of imports, as we did in the early part of this year, from 2.3-million pounds in one month to 10.1-million pounds in the next month, to say the very least, it creates an extremely difficult marketing problem for the domestic producers.

**CHAIRMAN RICH:**

Thank you, gentlemen. I am sure that our members and all of you people here appreciate what these two gentlemen have tried to do. Under the direction of the National Wool Growers Association through its officers, they have tried to present a clear and factual picture on what the record shows has been happening through the very processes of the marketing of lambs that we produce. We, of course, approach this problem with some humility. It is an intricate problem. There are some very important factors: the supply of lambs, the waste of the carcass weights or live weights of lambs, the importation of lambs, the effect it has on our market; the way the product is handled by the gentlemen in the packing business; the way it is handled by the gentlemen who retail it; what the thinking is of the housewife who does a considerable part of the buying; the effect of importations, both psychologically and otherwise; and keeping in mind the thought, of course, that people in business are attempting to make a profit. We'd be doing the same thing. We haven't been doing so well lately, but we hope that we can occupy as decent a place as the economy of this country provides.

There is a pretty pertinent lesson involved, as far as we're concerned, and that is on the matter of heavy lambs. I can remember almost forty years ago when Mr. Matheson of Swift & Company was advising the production of a lamb that weighed around 75 pounds. I actually sold lambs in Omaha that topped the Omaha market with a weight of around 75 or 76 pounds. Our lambs happen to be May lambs and we market

## "What Makes Lamb Price?" is an organization effort in your behalf.

in September, so our fat lambs are not a problem. We all appreciate that we have improved breeder sheep, and the growers are confronted with the need to produce a lamb with as much weight as they can sell at a good price, and produce it at a cost at which they can make a profit.

So certainly it is a problem and one of the most important problems which faces us. This morning we are attempting to provide some food for thought in the hope that the problems can be worked out in a reasonable way which is satisfactory to our people.

There's one other point I didn't touch upon and that's the grading of lamb. You're familiar with what is going on in that regard. That is a very important factor in this whole problem.

We are happy to have L. M. Kyner, vice president of the Rath Packing Co. here. He has had fine experience in feeding, buying and selling dressed lambs and I know we will be very much interested in hearing from him at this time.

## L. M. Kyner Presents Packer Viewpoint

It is indeed a pleasure to address your fine meeting and to be with you people again. It is especially a privilege to be in this great state of Texas.

When I received this assignment, "What Makes Our Lamb Price?", I turned to the fellow who sells the lamb for my company and said, "Benny, what makes lamb prices?" He replied without a moment's hesitation, "Supply and demand"—three words.

Well, I suppose that is the standard definition of most economists and many people in the lamb business, but they immediately begin to make qualifying statements.

I think all of us realize that **demand** and **supply** are basic forces. However, we all recognize that there are a great many factors that affect both the demand and supply situation, and they are changing from day to day.

One of the first is that lamb prices or the price of lamb meat is influenced over the long pull by the price of beef and perhaps to a less extent by the supply of all red meats and poultry.

To return to this demand and supply theory, it is fundamental to remember that meat is perishable and for that reason we eat all that we produce. The price is determined by how many dollars consumers are able and willing to spend for meat. So the price is simply the total dollars divided by the pounds of meat.

Most of the experts are forecasting greater consumer income in 1960 than last year. But for a good many years, except for the war years, consumers spent about 5 per cent of their spendable income for meat—and probably that's about what the meat business will get in 1960.

To get back to some of these factors that affect both the supply and demand situation, one of the important points on the demand side is the value of by-products, and one of your important by-products is the pelt. It makes a big difference how much packers can pay for a lamb if the pelt is worth \$1.50 or \$3.00. Fortunately, that situation has improved in the past year.

Supplies of lamb and other meats vary from season to season. When supplies are short, prices get high; then when they become plentiful, it becomes necessary to "buy your way" back into the market at a price that is below what the supply justifies. A more uniform supply of lamb from month to month at a more stable price definitely is in the producer's interest.

Then we have the problem of producing a product that satisfies the consumer and competes with other meats in consumer satisfaction. The American housewife is demanding and buying meat and poultry with a maximum of red meat or muscle and a minimum of waste fat. The lamb industry has the job of producing a product meeting these specifications as well as a cut of the weight that she thinks she can afford. Unquestionably, lamb producers are going to be forced to give the matter of quality and uniformity equally as much attention as the hog farmer, the poultry producer, and the cattle feeder.

The hog boys are a long way down the road with the meat-type hog. The meat-type steer is coming along with production testing. And whether you know about it or not, a lot of sheep breeders are becoming interested in the meatiness and the size of the loin eyes in their lambs in the Cornbelt.

At the present time, there is a project being carried on in our state in which ram lambs from different purebred flocks are being mated with uniform ewes of the same breeding and their resulting lambs are being slaughtered in our plant. The loin eye tracings are taken as well as the percentage of fores and hinds to further improve the general meatiness of the purebred flocks—which are the breeding stock for the commercial herds.

I know that some of you have heard me for a good many years expostulate on my pet theory that a concentrated effort should be made on the part of the sheep industry to develop the inherent traits in rams and ewes to produce twins. I realize that in some areas the percentage of twins is high at the present time, but those of you who produce feeder lambs know that a lightweight feeder lamb constantly sells higher than a heavy one because in the case of a heavy lamb the feeder does not have an opportunity to be able to put enough gain on the lamb before it becomes too heavy for the market.

From the producer's standpoint a pair of lightweight twins would produce more pounds of lamb which is, after all, what he is interested in, and at the same time produce a very desirable lamb for the feeder.

**The lamb industry unquestionably has the greatest opportunity of increasing its market of any of our protein foods.** Consumption per person by areas varies more widely than any other meat. It varies from as much as 25 pounds per capita in some areas down to as little as a pound or less in other spots. Buying habits in foods are being changed constantly, and I don't know of any other product that has such market possibilities.

I was very much interested in the material presented today to point out what has happened on the New York market. I might say that our company has made a very determined effort this past year to divert as many of our lambs as possible from the New York market into other areas. It's been very amazing to us, particularly to the extent that we have been able to merchandise lamb in the low consuming areas, particularly through the middle-eastern area—Cleveland, Toledo and Cincinnati. We have done what we think is a tremendous job of promoting lamb through the help of the American Sheep Producers Council with their advertising, through the smaller chains. In fact, this past week, believe it or not, we shipped a carload of lambs from our plant in Waterloo, Iowa, to Phoenix, Arizona. That seems almost unbelievable, but we did ship them to a chain—a local chain, not a big chain—which put on a lamb promotion. I think we can go a long way toward getting those lambs out of some of these areas that have caused all of us a lot of trouble.

What I was just talking about was in the way of promotion, and I want to emphasize that I think the American Sheep Producers Council is doing a magnificent job. I know that it is a job that is hard to measure, but we in our company feel that ASPC has been extremely effective in promoting and merchandising lambs.

Some individuals in different cities have done a great deal to help in the promotion of your product. I am thinking of Chet Wing and George Mardikian of Omar Khayyam's Restaurant who was the father of shish-kabob and who has written a cookbook where lamb is

the basic meat involved. **If more of these people could be encouraged and would be given credit and some kind of recognition, it might encourage others to promote lamb in many different ways. People like Mr. Mardikian who are outside of the lamb industry and who are in the public eye, can help tremendously in telling the public what a fine product we have. All this helps tremendously in merchandising lamb.**

The turkey people have come a long way in breeding and producing a new type bird; namely, the broad-breasted turkey, both in large and small sizes, to gain a market that they otherwise might not be able to have.

You can drive almost any important highway in Iowa and see great colored billboards urging people to eat Iowa-grown turkeys. The same is true of some of the other important producing states. You are all familiar with TV, magazine and newspaper promotions of hundreds of meat products—hotdogs, ham, processed meats, along with other high-protein foods that compete with meats—cheese, milk, other dairy products, cereals, and many more, which means that promotion is a terrific part of our lamb business.

**I am convinced that if we want to get the American housewife to spend more of her money for lamb, we must get her attention.** We must have the product and it must satisfy her.

There is one other issue in this supply situation that's extremely important in the price picture, and that is the importation of frozen, fresh and live lambs from New Zealand, Australia, and Iceland. When a big supply of cheap foreign lamb hits a market, it doesn't take an economist to figure out what it does for domestic lamb in such a market. One particular development that has happened which we definitely and personally feel is wrong, and one that I am sure not all of you know about, is that on lambs that are imported which are of choice quality, our Grading Service is rolling the hind quarter "USDA Choice." This certainly is misleading to the housewife.

Another thing that is disconcerting is the fact that some of these lambs are bordering on the yearling stage and have a very strong taste which could well put lamb in disfavor with the housewife. Some of our eastern people call these lambs "mutlocks"—neither mutton nor lamb. As you know, the problem is due for examination before the Tariff Commission in Washington on March 22.

In conclusion, one other point about price—particularly the price producers receive for lambs should be mentioned. The U. S. Department of Agriculture has published a long list of leaflets and bulletins in the past couple of years pointing out how the farmer's share of the consumer's dollar spent for food has been shrinking. Leaflet No. 413, for example, points out that in 1949 lamb producers received 67 cents out of each dollar spent for lamb, while in 1956 the farmer's share had dropped to 57 cents, and now it's probably less. I think you all know what has happened in the past 10 years with respect to wages in processing, transportation costs, retailing, and all other expenses between the feedlot and the chain store—and it's still not headed down. It costs just as much to slaughter and merchandise a $15.00 lamb as a $25.00 lamb.

Now to put everything I have said into one short sentence: the price of lambs is determined by the total pounds of lamb we market divided by what we can persuade consumers to spend for lamb meat plus what we can get for the pelts and other by-products.

**CHAIRMAN RICH:**

After one more statement by one of the members of the panel, we will give you people an opportunity to ask questions and make comments.

The next gentleman who is going to make a statement is well-known, I think, to practically all of you. He is both a lamb feeder and a lamb producer. He has given a great deal of thought to and has been very active in the lamb marketing problems of the Utah and the National wool growers associations. It is my pleasure to present to you, Mr. J. R. Broadbent.

## J. R. Broadbent Gives Producer Standpoint

There's just one thing about talking last on the panel: you find out that a lot of things you wanted to say don't need to be said because they have already been said.

As wool growers and lamb producers, it is paramount that we keep our attention focused on our basic objectives. Our real basic problem is how to take the grass and the feed and turn it into meat and wool, and then sell at a figure that will enable us to make a livelihood and to continue to produce. Price is the final referee of our efforts and on price depends our ability to survive. Approximately two-thirds of the grower's income nation-wide is from the production of lamb; thus, lamb price is our major concern.

**To bring this thing down to practical application—when I price lambs to a processor, there are a number of things I have to take into consideration.** First, I have to make a careful analysis of the product I market to estimate its probable grade, if that is possible, also the probable yield in the meat of the lamb that I am offering. I must evaluate my product carefully, and pelt credit is a major consideration. I must consider the cost in transportation to the processor and also consider the market on dressed lamb in the probable distributing area. Then the fourth factor, which is certainly an unknown, is the probable spread or gross markup that the processor will require in pricing that product to the distributive trade.

From those factors, I have to draw my opinion of what I shall ask for the product in the market, and somewhere between what I ask and what is first bid we arrive at a price, and that price, as I said, determines whether my product is sold for a profit or loss.

Recently I asked a major distributor in the Los Angeles area, to whom I ship a major portion of lambs, "Just what makes lamb price?" He replied quickly, "There are three factors: the first is supply and demand; the second is chain store action; and the third is the stubbornness of growers." I was a little surprised at that because I didn't think the grower was in position to be very stubborn.

Then he very quickly gave the processor's position, stating that the packer is in the middle trying to squeeze out a profit. If the charts presented by prior speakers here are any indication, he is doing a rather commendable job for himself. I have no objection to that. I want him to make a profit. If he doesn't make a profit, he isn't going to be an aggressive buyer. So I have no quarrel with his making a profit, but I want him to leave enough so that I can live.

As a university student years ago, I took a course in the fundamentals of economics, and the instructors endeavored to teach me something about the law of supply and demand. They indicated to me that price was the result of the effect of that law and that anything that affects supply directly affects price. Of course, as stockmen, we know that weather is one of the most important single things in all agriculture in determining supply; that drought curtails the feed and the livestock production and affects the stockmen's ability to produce. One of the more important things, marketwise, is that the forces of nature sometimes force shifts in the normal pattern of meat production by dislocating the marketing cycle. That is one thing we certainly can't foresee.

It is a hard thing to predict and something we will have to live with.

By the same token, anything that affects or influences demand has a direct effect on price. Again, weather has its influence in curtailing consumer demands. In extremely hot weather people just don't eat a lot of meat. Economic conditions generally have their effect because if there is less money in circulation, certainly there is less demand. Of course, general consumer acceptance has its position, and then one of the more important things is the policy of the distributor and his distributive trade practices.

**According to general thinking, the grower should really have a "honeymoon."** He has a highly acceptable product with limited production. The national consumption of lamb is only about four pounds per capita, which is very small compared to the total amount of competitive red meats.

It is imperative that all producers realize this fact: there are three important members on this meat production team. The first is the producer, and as I remarked previously, he must be able to produce. Secondly, you must have the processor to purchase and process your lamb for distribution; and, thirdly, you must have a distributor to handle the meat who is willing and able to buy from the processor and distribute to the general public. We are all tied together in this relationship whether we like it or not. This same processor whom I quoted earlier in my remarks told me on a recent visit, "You're married to me whether you like it or not." I agreed, because with his position in the market where I sell, I can't ignore him. No processor can afford to be angry with any of his major customers. He has relatively few who can handle his product in volume. By the same token, no producer or feeder can arbitrarily refuse to deal with any major potential slaughterers. He also has very few customers who can and will handle lambs in volume.

Referring to the Los Angeles market, with which I am somewhat familiar, in the early '40's, there were 23 houses killing lambs. At the present time, we have only seven slaughtering lambs, with five that handle lambs in volume. Quite obviously, we can not ignore or antagonize any one of these firms. We must have them all. Twenty-one of those 23 aforementioned plants in this area are still operating—some under other names, but the plants are still being operated.

Under the pressures of price and margin, and under the pressure of distributive trade practices, we have lost two-thirds of our potential customers in that area in less than two decades. Coincidental with this has been the rapid growth of multiple store organizations.

As I mentioned before, we are all members of the team. We have efficient producers, feeders, processors and retailers, and we have a fairly even supply. Everything should be lovely, but unfortunately for the producer, this "romance" recently has not been a very happy one. It has become pretty one-sided over the past few years, at least from the standpoint of profit. If the trend continues unabated or unadjusted, there's going to be a crackup as far as the domestic industry is concerned. For the producer and the feeder production costs have increased steadily, paced by a general wave of industrial prosperity, and prices to producers for their product just are not holding their own. You people know that this business at best is highly speculative; that there is absolutely no relationship between the cost of production and what we may reasonably expect to receive in the marketplace for our lamb. It is a business wherein the laws of supply and demand seem not to prevail but rather a business in which constant price pressures cause constant uncertainties and often very disastrous shifts in market price, in spite of general decreased numbers and limited supply.

Since 1942, the national sheep inventory has declined over 40 per cent and only recently has shown any disposition to increase in numbers.

Most of the growers and feeders are pretty hard hit. High production costs and low returns are making the sheepman's vocation most difficult. The economies of towns all over the West are dependent upon an agriculture that has been a combination of farming and livestock raising. Only one who has gone through the process of raising sheep, taking the blizzards, the droughts, the worst that nature can deal and then capitalizing on nature's short months of productivity, can understand the frustration of winning the battle of production and then losing it, through no fault of his own to the insurmountable odds of a weak and demoralized bargaining position in the marketing of his product.

**Our people generally have been for over a year selling below the cost of production from the range.** For the second consecutive year, lamb feeders have taken severe losses, not through over production but through a market situation that is denying them a livable share of the consumer dollar.

Gross margins percentagewise are increasing somewhat for the processor, and to a marked degree for the distributor at the retail level. I can just find no justification for the 17-cent lamb at the producer level for the past two months and the $1.39 loin chops, 73 cent legs, $1.10 rib chops, 46 cent lamb shanks which are the prevailing prices in many areas of the country.

I think the charts shown here today are very significant. **In the last three yaers gross margin has crept up dollarwise from $5 per head to a markup of $9 per head on a 49-pound carcass during 1959.** Certainly the fact that these prices are able to be maintained at the consumer level is an indication of general consumer acceptance. It is shown by the high prices that the retailer is able to maintain in the selling of his products.

I think federal grading of lamb is one of the major tools—making this situation possible. Seventy-one per cent of the members of the National Association of Food Chains buy according to U. S. grades and approximately 60 per cent, if they have informed us correctly, are selling according to the U. S. grades. The effect is three-fold. As you have been told repeatedly, it forces the production of lambs which are too wasty for consumer demands, necessitating much trimming of fat at giveaway prices. Secondly, because the principal outlet for lamb is in the fresh form at the retail market, narrow purchase specifications as to weight and grade deny a market for much of the production except at great price sacrifices; that is, great price sacrifices on anything that is overweight in the Choice grade or on carcasses that do not make the Choice grade. Thirdly, the packer or processor has nothing to sell except price itself. His grade and weight are exactly the same as specified for any other offering, and his only

*"There are three important members of the meat production team - -*

*- - the producer, the processor and the distributor"*

*- - J. R. Broadbent*

inducement to the buyer is price concession.

Any price in volume anywhere tends to set the price everywhere for the same grade and weight. This is where the bid method of buying comes in to assert its pressure. Did I say "bid"? Not by a buyer anxious to buy one of his admitedly most profitable items, but a bid by a desperate seller who has to have part of the volume, dangled usually twice weekly by a confident buyer who knows that anyone killing in volume in his area must come to him.

Naturally, bids are accepted starting with the lowest, and the market is set then by competition to see who can sell this nationally standardized product the cheapest. A prospective seller who is set out on any given day knows he must undersell his competitor to get back in. If he misses a sale on Tuesday with a cooler full of lambs, you can bet that on Thursday he bids low enough to make sure of getting rid of them. Any processor killing in volume, in order to maintain his kill, has lambs purchased at country points, lambs enroute to the packing plant, lambs in his corrals, lambs on the kill floor and in the cooler. After he starts his week, his labor costs, according to his labor contract, are the same whether he kills or not. He tries to kill in volume and maintain maximum efficiency, and any dislocation in cooler sales to the distributive trade places him in a very vulnerable position. The only inducement he has to offer under the narrow carcass standardizations is price.

The constant price pressure continues until the lamb supply practically dries up, then almost complete shortage rescues the market briefly, only to have this vicious cycle begin all over again.

You can refer to your charts 5, 6, 7, 8 and 9 for a graphic illustration of what happens in the marketing of lamb. On these charts, the market was rescued in May and June when the drastic shortages appeared, and then the decline commenced all over again.

An example of how the bid method works was illustrated in the Los Angeles area in November, 1959. The market price on dressed lamb carcasses early this particular week was 40 cents a pound, reflecting approximately 20 cents a pound on live lambs, f.o.b. Los Angeles. However, the **acceptable bid** to one of the major purchasers was only 37½ cents, although, according to his competitors, there was no appreciable pressure at the consumer level. Live lamb prices immediately reflected that break with a price drop on fed lambs from 20 cents to 17 cents, or $3.00 per head.

If lamb grading should be suspended, lamb quality will be very good. It will be guaranteed by the producer, the feeder, the packer, and the retailer alike, trying to obtain and hold customers. They know full well that they must satisfy the final judge—the housewife, who is now sold nothing but who has free choice at the self-service counter all over the United States. If you haven't watched her operate, for a liberal education in meat merchandising, you should spend a few hours merely observing at your nearest supermarket meat counter.

The bargaining position of the packing industry and ours as producers, in its proportionate relationship, has deteriorated steadily in the face of horizontal integration or combining of interests in the distributive trade. Barter as an instrument in determining price, at least as far as lambs are concerned, is fast disappearing.

The market price for lambs is not set as formerly and where the competition is to sell high, but rather on the desk of the major retail distributor where priority is given to the lowest bid. The competition now is to see who can sell the cheapest. The feeder and the producer cannot stand another two years of market pressure that are made possible by this universal standardization of the federal grading system where no one has anything to sell except price itself.

There are too many things to enumerate which all go to help make up price. No single factor can be blamed for the total price structure. Certainly imports are most important. It is very likely that in the year of 1959 total lamb and mutton imports into the United States amounted to around 60 million pounds. If we reduce that in terms of 40-pound carcasses, which I think would be well considering the fact that the mutton is boned and the lambs come in around that level, it would show the equivalent of an importation of approximately 1,500,000 sheep. This is in addition to the numbers that have come in live. Incidentally, that problem seems to be accelerating for another shipment was just unloaded in the San Diego area on January 18.

I have learned that these imported lambs this week are taking most of the open bid trade, skimming along at just about a cent under the offerings of any other processors. At the present time this is a local problem in the Los Angeles area, but if something isn't done about it, it can be a major problem nationally.

To get back to the original premise as to what makes lamb price, I think supply and demand are major factors. Certainly the buying practices and actions of the distributive trade and processing trade are important. Lamb promotion certainly has its effect. Attitude of producers? We must find a way to help the producer to be just a little more stubborn. Our survival depends first on our ability to produce an acceptable product—that is very important. Secondly, we must solve our marketing problem through improving our bargaining position. I think that's a nut we **have** to crack. And finally our survival is going to depend a lot on our ability to work with and command the real respect, pricewise, of the other members of this team—the processor and distributor.

# Questions from the Floor

**EVAN GOSS,** Missouri:

What percent of our domestic production is the imported lamb?

**MR. GRAY:**

It is a relatively small percentage when we look at it in terms of the 732 million to 735 million pounds of lamb we produced in 1959 compared with approximately 9 million to 10 million pounds of imported frozen lamb from the "down under" countries. Some of it came fresh from Iceland. However, it is neither fair nor realistic to look at it in that particular light. That is one of the tricks that the "free trade" people have used from the very beginning. They say, "Why, the imports are just a fraction of 1 per cent of your production." But when we stop to remember that it actually is marketed in three major areas—the West Coast, the East Coast, and to some degree, in the Chicago areas—we must admit that it becomes a much larger factor.

We have had a fluctuation from two-and-a-fraction million pounds in one month to 10 million pounds in the next month. I recall one month of 1958 during which the imports of frozen lamb and mutton into the California area mounted to slightly more than 10 per cent of the production of the California people for that month. So, to simply state that it was X per cent of our domestic production really wouldn't give us what I would consider a fair picture of the problem as it actually is.

**MR. BROADBENT:**

I would like to comment on one thing. According to my advisor, Mr. Kyner, the total lamb and mutton production

in the United States is roughly 750 million pounds. If you take 60 million pounds of imported lamb and mutton, you come up with a figure of about 8 per cent of our production. Admittedly, the major portion of the importation at the present time is mutton. I think you, as producers, know that you have marketed your old ewes during the past year in direct relationship to the price of imported mutton from the "down under" countries.

**HAROLD JOSENDAL,** Wyoming:

Since there don't seem to be any retailers present, I might say that some retailers were invited to participate in this panel discussion, but they all found that they had conflicts and so those we invited were unable to attend.

I think it might be of interest to point out one thing that some of the retailers have criticized on the charts presented, and that is that they feel that the retail picture is given only on the New York City market rather than nationwide.

We have with us Dr. Kenneth Ogren of the U. S. Department of Agriculture who actually gathered the figures on which these charts were based. We'd be very happy to have him make some comments.

**DR. KENNETH G. OGREN:**

Mr. Kyner has already mentioned, we do have from the Department of Agriculture a series of reports on cost and margin trends for various food products, and one of these that we have covered is lamb. We have the Leaflet 431 that he referred to and also the larger publication, "Lamb Marketing Costs and Margins." In this report we have covered, I think, the kinds of things that are similar to what you saw this morning, only we have put it on a United States picture, and we have also separated out this packer margin and the retailer margin.

I think it is true that in New York we do have quite a few small stores which might be included in this sample that might show a higher margin than some of the retailers. But any place you look in the country, you will find this variation that's been described this morning—that margins may be high in one instance and they may be low in another case. And also to show this, we did, in the latter part of this publication, pick out certain examples, and we found the returns to retailers in percentage of the final price ranging from below 20 per cent up to close to 50 per cent.

I think, since there isn't any retailer present or at least on the panel, I might say here that we have tried to show the picture from the retailer-packer side. As Mr. Kyner has pointed out, the wage rates have gone up, transportation expenses have gone up, and also supplies and taxes. So all costs to the packers and retailers have gone up, and, overall, we don't find that the net profits after taxes have shown any increase over the last few years to any marked degree. These profits, as a percentage of the sales dollar, generally come down to about a cent per dollar which is not, over-all, a very large amount. But in the case of both the packer and the retailer, the lamb is a small part of their total business.

**MR. WANKIER:**

Could I add one small point on this particular thing? I have talked to certain individuals in the USDA back in Washington on the compilation of these figures as far as what they put out in the Livestock Market News. They just don't draw these particular figures out of a hat. They go into New York. They have a list of retailers or outlets from which they derive these particular figures and they call on them at certain times of the month. They do not try to do it on an off-sale day. These particular dates are assigned beforehand, such as the first of the month, the middle of the month; and regardless of whether it happens to hit on a sale date, those are the figures that go in. So it was a fair drawing of materials to put in these figures.

**CHAIRMAN RICH:**

Thank you. We have come up with one question here that I think we might direct to Dr. Kyner, speaking to him as a packer. "Have you lost your ability to sell lamb or are you just performing a service for the retailer?"

**MR. KYNER:**

I definitely feel we have not in our company. We have developed our own brand name over a period of years, and I think it is pretty well evidenced by the fact that our volume has increased rather than decreased in the slaughtering of lambs. We feel that we have been able to perform the service to the retailers; that they look to us as a source of supply and that we are not merely a processing service unit. We think we are selling your products to the best advantage and are able to reflect in the price what we pay for the raw material. I couldn't help but get Jay Broadbent's statement about the decrease in the number of slaughterers in the Los Angeles area in the last few years. There can be only one reason why those people quit slaughtering lambs and that is because it was unprofitable. Nobody is going to quit a business that is making money. We know that. I think that's quite a significant point he made.

**CHAIRMAN RICH:**

It is, of course, a significant point. One other thing that enters into that is the fact that the volume of lamb has dropped down and the packers' labor prices have gone up very, very appreciably. It wouldn't be possible for a man to run a packing plant without beef. It would be less possible to run one without pork. It isn't quite so important for lamb. That's where we are —in a rather unfortunate position. A small packing plant can operate without killing lamb.

**E. S. MAYER,** Texas:

I don't know whether anybody can answer this question. Do the retailers follow a policy of marking up a certain set percentage or don't they just sell retail and charge all the traffic will bear? In looking at these tables in this pamphlet, (eighth and ninth pages) I noticed that the top of the red column there is fairly even, showing that the retail price of the product does not come down when the price of the live animal comes down. Also it seems that the margin shown in there for the processor is fairly even. It seems to me that when the price of the live animal comes down, if the price to the consumer were to follow suit, it would tend to encourage the consumer to buy more lamb.

I realize, too, that this is a matter for the retailer. It is something over which we have no control and there's nothing we can do about it.

**CHAIRMAN RICH:**

Mr. Josendal has stated that he made a very definite effort to get a retailer on the panel, and we are very sorry that we were not able to do so. However, I am sure that one of the members of the panel has a good deal of contact with retailers and while the thing that has been pointed out has been developed by the Department of Agriculture, I am sure he can talk partly to that question. We will ask Mr. Gray to address himself to the matter.

**MR. GRAY:**

Mr. Mayer, I had a little incident that happened to me in Denver not too long ago that pointed this factor out rather definitely. I went into a market to buy a leg of lamb. It happened to be for my own personal birthday dinner, and that's the reason it stuck in my mind. It also happened that I had been in exactly that same market just twelve months earlier to buy a leg of lamb. There was approximately a cent and a half to two cents' difference in the live market price between the two years, and it was lower in the current year. The price, however, of that leg of lamb

was exactly a dime higher. More to get a reaction than anything else, I buzzed the meat counter manager. He came out and I said, "What's going on here? How can you justify asking that kind of price?" It was 89 cents for a leg of lamb. "Well," he said, "you know how it is. All of these sheepmen are driving Cadillacs." I said, "Look, Buser, I know sheepmen. As a matter of fact, I am a misplaced sheepherder myself and there are very few of them who drive Cadillacs. "I know what your cost is. You made about two cents less for the carcass that you're selling here today than you did twelve months ago. That's my business."

He scuffed his feet and said, "Look, Buddy, don't get sore at me. All I do is put it on the counter and as long as people take it out, the price won't change. When they quit taking it out, the price will come down."

To me, that sums up the situation rather thoroughly. I don't believe there is a set policy on the part of the retailers of an X percent markup. Actually, they should say "markdown." I have never seen a situation that led me to believe that was the case. They charge, as you said, what the market will bear. I believe we have here an example of buying power in its extreme.

They are given all manner of tools to assist them. I think most of you probably know that there are retail meat buyers in this country who can pick up a telephone and, in one order, buy more lambs than anyone here could deliver; even if he had every single lamb he produced ready to go at one time, he could not supply that one retail meat buyer for a three-day sale in New York City. That's purchasing power.

Now, I can't blame the packing industry too much for the condition that we find ourselves in today. They are under rather considerable pressure to move lamb in volume, and it's awfully difficult when a man picks up the phone and says, "What can you do for me on 35,000 carcasses?" It's a pretty hard thing for him not to try to get a cut of that business because it doesn't cost him any more to order out 20,000 lambs than it does to order out 2,000 or 200, as far as the bookkeeping and the actual paper work is concerned.

What the answer is, I do not know. I think that a great deal might be done through publicity.

We brought up this point of what lamb prices and the gross markup had been on that one particular day in November. That was put into the testimony before the congressional committee on a Tuesday, if my memory serves me correctly, and on the following Saturday there was a very susbtantial reduction in the prices of lamb at that same meat counter. While there were not enough cuts to make an exact comparison, I would estimate that he had cut his gross markup by at least a third.

I think that market information is another highly essential thing from the standpoint of the man who produces lambs. You need to know very accurately what the trends are in the wholesale market. You need to be able to relate that information rather precisely to the kind of product that you are producing. You need to have this information fast. The USDA has done a great deal, but they can do more. However, they can't do more unless you gentlemen go in and give them the money to do it. It is your particular headache right at this juncture, and I am only sorry I can't give you anything that sounds like a solution.

**CHAIRMAN RICH:**

I happened to be in San Francisco for a couple of weeks during the Christmas holidays. I walked into one of the great chain stores and to the meat department. I have a brother who lives there and he knew the man who had charge of the meat retailing business for this store. They were selling leg of lamb for just under a dollar—98 cents. He told us that next week they were going to sell it for 67 or 68 cents. On the face of it, there couldn't be any set percentage markup, and, on the face of it, it was either very high at 98 or 99 cents or else quite cheap when they got it down to 68 cents.

Chet Wing (California) just handed us a San Francisco Chronicle dated Thursday, January 23, in which they advertise a leg of lamb at 63 cents, small loin lamb chops, 96 cents, and ground lamb, 35 cents. If you would have had the advertisement of the same company for the period between the 23rd of November until the 4th of December, you would see that the prices would have been 30 per cent higher than this.

There's a great variance. Maybe that's one thing the matter with the lamb market. We either sell it through the retailer at a very high price or when there's some advantage—if we get bigger numbers and maybe the lamb is piling up a little—the price can be reduced, as Mr. Mayer brought out, to get it cleaned up and consumed.

**CHARLES REDD,** Utah:

I want to say a word and then ask a question about this law of supply and demand.

How I would love to have a simplified understanding and knowledge of this problem of supply and demand as it affects lamb, which Doc Kyner stated—"Just take the total pounds and divide them by the dollars, and there it is." The point, I think, is that all the factors which go into making price in the world of supply and demand must have free play. It is the position, I believe, of this panel and the charts, that the distributors have a weighted control so that the producer has $100 invested where both the packer and the chain store distributor have $100. Yet in this battle for the source of supply and demand and what determines the price, we have practically no voice. Unless we can do something to unify our growers so that we can have a fair voice in the market place, I think we are sunk. We've discussed this problem, I suppose, for many, many years and we've made very little approach toward the solution.

I say again that the growers have the big stake in this, and probably we've got to go down the drain if we don't know enough to marshal our forces and finally exercise some jurisdiction in the market place.

I wish there were younger fellows here and not so many old ones. I don't think there is any hope for a solution to this problem so long as we are in the saddle. We are going to turn over some good property and livestock we have taken two or three generations to get, but what we are going to turn over to our youngsters, in the way of marketing and managing tools for their survival, is pretty much outworn.

**CHAIRMAN RICH:**

Well, there's a lot in what you say, Mr. Redd. What has made you a strong man is helping to solve these problems. It is a pretty well considered fact that no father or grandfather can solve the problems for his grandchildren, and it is well, perhaps, that he cannot.

While everything you say is true, of course, the production of beef has gone up. We are getting to a pretty high point in the production of beef, and beef prices have been fairly good even though we had a serious break in prices during the past year. But compared to the price we are getting, they are still very good. They are selling feedlot heifers in Idaho for 25 to 26 cents. Toward the last of November and the first of December, they sold many at 21 and 24¼ cents. At the same time, we were selling lamb at 17 cents—as good lamb as you have ever looked at. The price of lambs has gone up a little bit since that time. I haven't been in business as long as Mr. Redd. I have only been in business for myself for 45 years on the 10th day of July. This isn't the first bad time Mr. Redd and I have ever seen.

There's one thing that usually happens, and that is when the clouds are

the heaviest, maybe they are beginning to break. We are fortunate in having fine state and national associations with fine leadership. We are fortunate in having the American Sheep Producers Council. So the thing isn't hopeless.

**GARNETT KIDD,** Idaho:

I would like to ask Mr. Kyner: Why wasn't the USDA able to buy two million pounds of lamb for the school lunch program? I understand that 373 million pounds was all they were able to purchase under bids. If I figure correctly, some of those bids were at 59½ cents per pound. It was stated that the program had to be discontinued because they were unable to get bids at a fair price, or any bids at all. I was in hopes there would be more discussion in this convention regarding lamb grading. I believe I eat as much lamb as anybody. I had some fine lamb chops yesterday in this hotel, as good as I have ever eaten. They weren't covered with a lot of fat. If there is anything I dislike it is to have some lamb set in front of me with a little bit of lean in the middle and fat all around. I have talked to a lot of people who tell me that they would like to eat lamb but don't dare because of all that fat.

I am wondering what the situation is in lamb grading. It appears to me it would have more support from other people.

**CHAIRMAN RICH:**

Mr. Kidd directs the question to our good friend of the Rath Packing Co. as to why the United States Government, through its agencies, was not able to buy lamb for the school lunch program. I wonder, Mr. Kyner, if you would discuss that.

**MR. KYNER:**

The timing of that program was very inadvertent due to the fact that most of us couldn't comply with the maximum content of fat that the handler required for ground lamb. The lambs we were slaughtering at that particular time went more into the Good and Choice grades and were not lean enough to qualify.

I might say for myself, personally, that I was not sold on the program for the reason that I felt we might make more enemies than we would make friends because with the school lunch program, unless it happened to be in an area where there was a heavy consumption of lamb, I'm afraid we would have soured the school children on lamb forever. To prepare ground lamb like you would hamburger just can't be done. Consequently, and I am speaking for our company because I control that part of it and I think it is probably true of some of the other companies, we didn't feel it was a sound program at all. If they wanted to buy something in the way of chucks or legs for roast lamb, that was an entirely different proposition, but from the standpoint of ground lamb, we didn't feel it would meet with consumer acceptance. I think that's the reason you found the thing fell flat on its face.

**CHAIRMAN RICH:**

The Chair will recognize Don Clyde, president of the American Sheep Producers Council.

**DON CLYDE,** Utah:

I have listened with a great deal of interest to this fine panel. The thing which disturbs me, of course, is that all the segments of the industry seems to be doing pretty well except the producer, and that is somewhat because of the position the retailer takes with his profits, which increased this year. The packer took his profit which also increased this year, and his by-products' value has increased this year. The producer, however, took at least a two-cent lower price for his lamb.

It all points up the fact that we are the low man on the totem pole. The other segments of the industry are able to take theirs and then we take what is left, and it's getting to the point, for the last year at least, where there has been nothing left. We are just running on our credit and our reputation, and I am sure that isn't going to last very long.

But I think we can work out those problems. I am not quite as pessimistic as Mr. Redd. I know that we have worked at them and had a certain amount of haranguing year after year, but I think we are becoming a little more determined for the reason that it is becoming more important. We either must get it determined or go out of business. We are getting down to that narrow a margin. I think we are getting to that point where we are setting up our own agencies to ferret out these figures and facts, and we are going to turn the spotlight of public opinion and information directly on this whole program. I think when we get to that point, then we are going to get some adjustments.

That's a problem all right, granted. The thing that I rose to my feet to talk about and must say is that I think we ought to take these things more or less in the sequence of their importance, and, right now, this importation problem, it seems to me, is the most important obstacle facing us. It's going to be on us on the 22nd of March in a hearing before the Tariff Commission. It's going to be practically an impossible fight. I think we ought to marshal our forces with everything we have in the sheep industry for the 22nd of March. Just don't go home from this convention and say, "Well, we have a fine National Wool Growers Association and some fine national and state organizations," which we certainly do. But you just can't throw the burden on these agencies and go home and forget it. These men are good men, they are versatile and all that, but they are not miracle men.

So I think that you people should just as well realize that you are up against a fight, and if we lose it, Lord help this industry because they will just drive this price down to where you and I might just as well begin to look around for a popcorn stand because we can' be making out with the sheep business.

If we can clear up this problem, I am not a bit afraid of clearing up this equalization of margins between the packers and the retailers. We must win this fight if we are going to survive in this industry. I would just like to impress upon you people that it is your responsibility. It isn't Harold Josendal's responsibility or the responsibility of the presidents of the state associations, although it is largely theirs, but they can't do it alone. If somebody has some suggestions on some way to come up with a new approach, I am glad to say the president of the NWGA would welcome them.

## 1960
## SHEEPMEN'S CALENDAR

### NATIONAL ASSOCIATION EVENTS

**August 17-18:** National Ram Sale, Ogden, Utah.
**January 22-25, 1961:** National Wool Growers' Convention, Denver, Colorado.

### CONVENTIONS AND MEETINGS

**August 11-12:** California Wool Growers Convention, San Francisco, California.
**January 22-25, 1961:** National Wool Growers' Convention, Denver, Colorado.

### SALES

**May 2-3:** California Ram Sale, Sacramento, California.
**August 3:** Idaho Ram Sale, Filer, Idaho.
**August 3:** Nevada Ram Sale, Ely, Nevada.
**August 10:** Oregon Ram Sale, Pendleton, Oregon.
**August 17-18:** National Ram Sale, Ogden, Utah.
**September 15:** Utah Ram Sale, Spanish Fork, Utah.
**September 17:** Fall Range Ram Sale, Pocatello, Idaho.
**September 29:** U. S. Sheep Experiment Station Sale, Dubois, Idaho.
**October 10:** Craig Ram Sale, Craig, Colorado.

### SHOWS

**May 1:** California Wool Show, Sacramento, California.
**May 1:** Far Western International Sheep Dog Trials, Sacramento, California.

**CHAIRMAN RICH:**

Thank you, Mr. Clyde. This is very important. The only reason the senators and congressmen listen to Mr. Josendal is because they believe he is presenting the problems of the people in their home state. If our president has considerable influence with Congress, it is because he represents the constituents of the various members there and not for any other reason.

Most of us who have been in business a long time realize that our business particularly, and much of the economy in this country, is dependent upon reasonable protection on terms. In the history of this country, we have gotten from very high terms to very low terms, and vice versa. It takes time for the effect to be deeply felt by our people. I think any good student would agree that the national administration and our people active in our political life are doing it because of the possibility of a world war. We were favored during the last two wars because they were not fought on our soil. We had time to get ready. We were trying to help our allies. You will recall that when President Eisenhower visited England, Prime Minister MacMillan raised a question, the only one which was published, relative to the domestic problem of making it easier, with less tariff, to bring British goods into this country. We certainly can't continue to give away our markets and give England our money. I think the country is getting a little more cognizant of that.

I see some hope in it. It behooves all of us to use our best efforts with the people who represent us there. I believe I am going to live to see a better situation in that regard. This hearing, of course, is very important.

**MR. REDD:**

I wasn't entirely satisfied with the answer I received. We all know we had a lot of 90 to 95 pound lambs that were forced into the feeding lots that we thought we'd kill. I am wondering why the packers couldn't have bought those lambs and put them on the market to satisfy this lunch program.

Another thing: When those lambs go into the feedlots in a lot of areas, they come out weighing 115 and 120 pounds. There appears to be a lot of tonnage taken off these lambs if they are processed at the right time.

Another thing: I can't believe that we would be afraid of spoiling the appetite of the young people for lamb by feeding them nice tender lamb against all kinds of beef with filler in it that goes into the school lunch programs. I know of one instance where we were feeding a boy lamb patties for breakfast. When we ran out of ground lamb, we fed him beef the next morning, and he said, "This lamb is not as good as it was yesterday morning."

**MR. KIDD:**

I was watching that situation with considerable interest when it developed, and to take a little of the heat off Mr. Kyner, I will say this. I was trying to estimate what it would cost, and this was in the neighborhood of two to three weeks before the first bids were accepted. They required a chemical analysis of no more than 21 and a fraction per cent. The chemical analysis proposition is a very tricky one. A visual analysis, according to several packers I talked to would have made it possible for them to use a great many lambs just exactly in the category Mr. Kyner mentioned. However, they required the chemical analysis which, in turn, forced the packer into the position of being at least two to three per cent visual under that 21 and a fraction per cent fat content.

I hold no great candle to my ability to estimate, but I said—and there is a memo on file to back it up—that I thought the price would have to be between 55 and 58 cents per pound and I think 57 and a fraction cents was the basic price on the first lot. I think that at a different time of year it might have been considerably more successful.

The present situation of the sheep industry reminds me of something a friend of mine said a few years ago. He said, "It is a little like trying to drive a spike with a sock full of mud. It is slow, discouraging work and it's hard to tell if you're making any headway."

**DAN HUGHES,** Colorado:

I want to ask Mr. Broadbent if he would care to give his theory of what steps should be taken in connection with marketing our products.

**MR. BROADBENT:**

I think one of the main things that I tried to indicate was that I feel we definitely do not have a free play in our market; that we are doing a commendable job at the consumer level but it just isn't coming down the line. Our position is no stronger than the packer's position. Anything that we do to strengthen his hand would be helpful. I think that forms the basis of the major argument in favor of eliminating lamb grading in that it is providing a tool with which undue pressure can be exerted on the dressed trade. It is my personal opinion that this would be extremely helpful. It would be well if the producers had someone calling the turns on the market. This is a pretty complicated thing and, unfortunately, I do not have a constructive approach to that at present.

**BYRON WILSON,** Wyoming:

First, I want to compliment Don Clyde. He has addressed himself to an immediate question. These other questions will be solved, but the immediate problem is to get a favorable report from the Tariff Commission. And, as Don Clyde said, it is the duty of every state association to marshal all the support possible, and, in marshaling the support, to not only educate the congressional delegation to the importance of the problem but induce them to testify before the Tariff Commission. It has an enormous effect when you find a lot of congressmen and senators testifying at a tariff hearing.

**CHAIRMAN RICH:**

Thank you, Mr. Wilson. Mr. Kidd raised one question in regard to grading of lamb. Your National Association has been very active on this matter. I had the opportunity to visit with Secretary Benson in Washington sometime between July 18 and 22. Our senior senator made the appointment. We called on Mr. Benson and visited with him for about an hour. I have tremendous respect for his honesty and courage. If he could have made a farm program for us about 30 years ago and the Congress and the people would have stood for it, we would have been a lot better off than we are now.

I am of the opinion that Mr. Benson will either get a grading scale set up that will do away with the need for making our lambs so fat, or he will take it off during his tenure of office. That is neither a prediction or a promise, but that's what I think is going to happen.

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# New Zealand Continues Meat Shipments to U. S.

IT was reported in our February issue that the Crusader Shipping Company had switched the ship Saracen from the New Zealand-United States run to the New Zealand-Japan trade. It was indicated at that time by trade circles in New Zealand that this action would halt their growing chilled lamb and beef exports to the United States.

Since then the Crusader Shipping Company has announced that the ship Port Montreal will begin a regular run in April for meat shipments from New Zealand to this country.

# Lamb Prices Continue Rising Trend

**February 24, 1960**

THE upward movement of lamb prices during February continued to give relief and encouragement to sheep producers and feeders.

Compared to a month ago slaughter lambs turned a good $1 to $1.50 higher. A decrease in total slaughter and an improved dressed trade were the big contributing factors in this upward price trend.

There is an increase in the overall supply of red meat. However, total commercial slaughter of lamb is somewhat less than last month and a year ago. This bears out the USDA's report of 7 per cent less lambs on feed as of January 1, thus leaving a somewhat brighter lamb price picture during the next 30 to 60 days. Two possibilities could cloud this price outlook—bunching of fed marketings and carrying lambs to excessive weights.

Heavyweight lambs in any sizable quantity are likely to suffer substantial price discounts. Excessive weights have escaped being penalized to a large extent in many areas because relatively few, in the daily runs, have scaled over 114 pounds. However, reports from Montana and the northern Wyoming area show that there is a 10-cent-per-hundredweight penalty being placed on every pound lambs weigh over 110.

Demand for feeder lambs and slaughter ewes has also increased due to the price advances on slaughter lambs.

Major terminal markets listed the following price quotations on choice and prime slaughter lambs on February 23: Chicago, $21.25; Denver, $21; Ft. Worth, $19 on shorn basis; Ogden, $20; and Omaha, $20 per hundredweight for shorn offerings.

On the same day good and choice offerings were bringing the following prices: Chicago, $20 to $21.25; Denver, $20 to $20.75; Ft. Worth, $18 to $19; Ogden, $19 to $20 and Omaha $19.75 to $20.50.

On February 25, Chicago reported some choice offerings going at $22 per hundredweight, the highest quotation since last October.

Grazing conditions on the western ranges during the past month were the poorest for any January since 1957, according to the Western Livestock Office of the Agricultural Marketing Service, thus requiring heavier supplemental feeding of flocks.

Feed is expensive. U. S. hay stocks were down 12 per cent this January or 16 per cent if figured on an animal unit basis. This, plus the poor condition of range feed causes wintering-over charges per head to be the highest since the 1956-1957 winter.

### Country Sales and Contracting

### ARIZONA

**Early February:** A close observer of the lamb situation in Arizona estimated there were some 25,000 old crop lambs with fall shorn pelts on feed in the Salt River Valley with buyers offering 18½ cents per pound f.o.b. shipping point and growers holding for 19 cents.

### CALIFORNIA

**Early February:** Good moisture supplies and warmer weather have given California promise of substantial supplies of forage. Around four loads of good to as much as 85 per cent choice 104- to 105-pound fall shorn lambs sold at $19.50. At least 19 loads of good and choice 106- to 115-pound shorn slaughter lambs with number one and two pelts sold at $18.50 to $19.50. In the San Joaquin Valley a load of choice 110-pound shorn fed slaughter lambs sold at $20 while several small lots and part loads of good and choice lambs, mostly feedlot clean up, sold at $18.50 to $19.50. Some 20 loads of good and choice 108- to 115-pound slaughter lambs with number one and two pelts sold at $19.75 to $20 while 12 loads of good and choice were bringing $19 to $19.50.

**Mid February:** Some six loads of good and choice 90- to 115-pound shorn slaughter lambs with number one pelts sold at $21. Around 32 loads of good and choice 105- to 118-pound slaughter lambs with number one and some number two pelts sold at $20 to $20.50. Around 30 loads of good and choice shorn 115-pound and down slaughter lambs with number one pelts sold at $21 in the Imperial Valley. In the southern Sacramento and northern San Joaquin Valley, two loads of good and choice lambs, fed while on pasture and weighing 109 to 115 pounds, sold at $21 for immediate delivery while scattered small lots and part loads of good to low choice lambs weighing 90 to 115 pounds sold at $20.50 to $21. Those selling under $21 were mostly good grade.

**Ewes:** A string of 1,000 head of wooled cull to good ewes sold at $6.50 while in mid-February a load of utility and good fall shorn slaughter ewes sold at $7.

### COLORADO

**Early February:** Sales were confirmed on around 46 loads of mostly choice 99- to 114-pound fed wooled slaughter lambs at $19.25 to $20. In northern Colorado around 31 loads of mostly choice 104- to 113-pound wooled slaughter lambs sold at $19.75 to $20 while seven loads of mostly choice shorn lambs with number one pelts sold at $18.25 to $18.50.

**Mid February:** Some 37 loads of mostly choice 99- to 113-pound fed old-crop slaughter lambs sold at $19.75 to $20.25. On the western slope of Colorado two loads of good to mostly choice 106- to 107-pound wooled lambs sold to a California packer at $20.50. Sales were confirmed on 48 loads of mostly choice 102- to 113-pound fed wooled slaughter lambs for $20 to $21. Two loads of good and choice fall shorn lambs weighing 103 pounds sold at $19.50. Four decks of good and choice 86-pound feeder lambs sold at $19.25.

### IDAHO

**Early February:** A string of 5,500 head of mostly choice 103- to 109-pound wooled slaughter lambs sold at $20.25 to $20.75 while 16 loads of 60 to 80 per cent choice slaughter lambs with the balance good sold at $20. Several strings amounting to 8,300 head of good to mostly choice 100- to 112-pound wooled slaughter lambs moved at $19.75 to $20.50. A string of 450 head of shearing lambs sold at $18.25.

**Mid February:** Around nine loads of good to mostly choice 103- to 108-pound wooled slaughter lambs sold at $20.50 to $20.75 while two loads of 119-pounders brought $19. A string of 2,100 head of 103- to 112-pound wooled slaughter lambs sold at $20.25 to $20.50.

**Ewes:** In mid February a string of 1,500 head whitefaced yearling ewes sold at $19 per head for 1,200 of the lot, while the balance of the lot sold at $17.50.

### MONTANA

**Early February:** In eastern Montana two cars of good and choice 110- to 113-pound low-yielding wooled slaughter lambs sold at $17.50 to $17.75 while two cars of 95 pound shearing lambs sold at $17.75. Three loads of mostly choice

106- to 111-pound fed wooled slaughter lambs sold at $19.25 f.o.b. Colorado. In northwestern Montana a string of 400 head good to choice 108- to 113-pound wooled slaughter lambs sold at $17.50 to $17.75. In southern Montana four loads of mostly choice 111-pound slaughter lambs moved at $19.50. Out of eastern Montana came five-and-one-half cars mostly good and choice up to 110 pound wooled slaughter lambs which sold at $18 with weight penalty of 10 cents per hundredweight on each pound thereafter. Ten cars of 90- to 95-pound shearing lambs sold at $18 to $18.50.

**Mid February:** In eastern Montana and northern Wyoming seven cars of good and choice wooled slaughter lambs estimated around 104 to 110 pounds sold at $18.40 to $19. Some sales report 10 cents per pound penalty per hundredweight issued on lambs weighing over 110 pounds. A string of 1,550 head of mostly fall shorn 94- to 95-pound lambs for quick term finish sold at $16.75. Five cars of mostly good and low choice 104- to 112-pound wooled slaughter lambs in eastern Montana sold at $18.75. One car of 106-pound shorn lambs sold at $17.50. In eastern Montana two loads of good and choice 112-pound wooled slaughter lambs sold at $20.50 for West Coast delivery.

**Ewes:** In early February a string of 1,000 good and choice blackfaced yearling shorn ewes sold at $22.25 per head for early summer delivery and a string around 800 head good and choice whitefaced ewe lambs weighing up to 105 pounds sold at $19.50 to $20.

**Mid February:** A sale totaling 4,400 head of good and choice coming two and three year wooled whitefaced bred ewes sold at $24 to $25 for immediate to May 1 delivery. A string of 1,000 wooled two-year-old whitefaced ewes bred to blackfaced bucks moved at $25 per head for April delivery. A string of 508 whitefaced ewes, good short mouthed and spreaders, sold at $12.50 per head.

### NEW MEXICO

**Mid February:** Around 17,000 head of good and choice slaughter lambs weighing 98 to 114 pounds carrying a number one pelt sold at $17 to $17.50 while some 6,000 head of good and choice 104- to 118-pound wooled slaughter lambs moved at $18 to $18.50. A string of 1,200 head wooled feeder lambs weighing 79 to 88 pounds sold at $18 to $18.50 while another string of 1,000 head shorn feeder lambs sold at $17 to $17.50.

**Ewes:** In early February a string of good four- to five-year-old breeding ewes moved at $16 to $17 per head. Several strings of ewe lambs were traded at $20 to $21 per hundredweight. In the Corona area a string of 628 ewe lambs weighing 91 pounds moved at $21 per hundredweight.

### OREGON

**Early February:** Around two loads of choice 100- to 106-pound shorn slaughter lambs sold at $20 for number one pelts and $20.50 for fall shorn. Six loads good and choice 100- to 110-pound number one and number two pelt lambs sold at $20 for Washington delivery. A string of 200 head good and choice feeder lambs moved at $16 to $18. Three loads of good to mostly choice 100- to 108- pound slaughter lambs with number one and two pelts sold at $20 for California delivery. Three decks of high good and choice 100- to 108-pound slaughter lambs with number one and two pelts sold at $19.50 for Washington delivery. A string of 900 head good and choice fall shorn slaughter lambs sold at $18 to $18.50 while a string of 425 head of shearing lambs sold at $17 to $18.

**Mid February:** A string of 280 head choice 104- to 105-pound slaughter lambs sold at $20 on a wooled basis. Four loads of high good to mostly choice 100- to 105-pound slaughter lambs with number one and two pelts sold at $19.75 to $20.50 for Washington and California delivery. Around 1,100 head of good and choice slaughter lambs sold at $19.25 to $19.50 on shorn basis and $20 on wooled basis.

### TEXAS

**Early February:** Several strings of wooled fat lambs moved from the country at $17.50 while lambs with number one to fall shorn pelts sold at $16 to $17. Several strings of clipped feeder lambs moved at $16 to $17 while wooled feeders were bringing $17 to $18. Several strings amounting to 6,000 head of fall shorn feeder lambs moved out of the Fort Stockton and Aiden area for $16.50 to $17. Around 2,000 lambs have been contracted in central Texas for spring delivery, out of the wool, at $15 for feeders and $17.50 for fats.

**Mid February:** A load of 90-pound fall shorn fleshy feeder lambs moved into the San Angelo area for $17.

**Ewes:** In mid February a string of 1,000 head choice two, three and four year old Rambouillet ewes moved out of the Brady area for a price of $20 per head.

### UTAH

**Early February:** Around 18 loads of good to mostly choice 103- to 108-pound wooled slaughter lambs moved at $19.50 to $20, while three-and-one-half loads of good and choice 95-pound wooled feeder lambs sold at $18.25. At least 11 loads of good and choice 100- to 110-pound wooled slaughter lambs sold at $19 to $20 and three loads of good sold at $18. A string of 865 head good and choice feeder lambs weighing 87 pounds moved at $18.

**Mid February:** Some five loads of good to mostly choice 105- to 113-pound fed wooled slaughter lambs sold at $19 to $20. In the southern section of Utah around 5,000 head of good and choice 90- to 95-pound shearing lambs moved at $19 for immediate delivery.

**Ewes:** In mid February a string of 300 head good and choice 98-pound whitefaced ewe lambs sold at $20.50.

### WASHINGTON

**Early February:** A string of 576 head mostly choice 99- to 109-pound slaughter lambs with number one and two pelts sold at $18.25 to $19. A string of 263 head of choice 140 pound slaughter lambs with number one pelts sold at $19 for California delivery. Three loads of good and choice 100- to 110-pound slaughter lambs with number one pelts sold at $20 for California delivery. Several strings of good to mostly choice slaughter lambs amounting to 4,265 head and weighing from 96 to 106 pounds sold at $20 to $20.25 delivered to California. A string of 365 head of good to mostly choice 103-pound shorn slaughter lambs sold at $19, while a small lot of 209 head of mostly choice 94 to 100 pounders sold at $18 to $18.60 on a shorn basis.

**Mid February:** A load of high good to mostly choice wooled slaughter lambs sold at $19.25. A string of 1,900 head of high good to mostly choice, slaughter lambs with number one and two pelts sold at $20.25 to $20.50 for California delivery. The Moses Lake lamb pool sold 500 head of high good and choice 105-pound slaughter lambs at $19.05 for wooled and $18.55 for shorn. A small string of 200 head good and choice 90-pound feeder lambs sold at $15 to $17. Two loads of good and choice slaughter lambs weighing under 110 pounds and carrying number one to fall shorn pelts sold at $19.50.

**Ewes:** In mid February a string of 130 head coming two-year-old crossbred blackfaced ewes sold at $27 per head.

### WYOMING

**Mid February:** In northern Wyoming seven cars of good and choice wooled slaughter lambs weighing 104 to 110 pounds sold at $18.40 to $19. Some sales were penalized 10 cents per hundredweight on lambs weighing over 110 pounds.

# Lamb and wool is on the move with the Auxiliary

MRS. S. M. Ercanbrack, Provo, Utah, and Mrs. Roy Laird, Dubois, Idaho were elected first and second vice presidents of the Women's Auxiliary at the national convention. With the resignation of Mrs. Parm Dickson, Okanogan, Washington, the office of first vice president was left vacant.

MRS. Ercanbrack was elected first vice president. Fern has been active in the auxiliary work for a number of years, serving as National Wool Growers Auxiliary parliamentarian and in 1959 as second vice president. She has been a member of the Utah Wool Growers Auxiliary for 15 years, during which time she served as president, parliamentarian and legislative council representative, chairman of the Utah Wool Growers Auxiliary program revisions committee and president of the Central Utah District.

MRS. Roy Laird was elected second vice president. Phyllis has been in the auxiliary since 1929, the year she was married. She has served as secretary and treasurer of the Idaho Auxiliary, secretary and treasurer of the National Auxiliary, state contest chairman of Idaho, and in 1959 she served as resolutions committee chairman for the National. In 1960 Mrs. Laird will serve as president of the Idaho Auxiliary and second vice president of the National Auxiliary. Phyllis expresses her feelings for the job when she says, "How wonderful it is to feel the auxiliary members want you as an officer and have faith in your ability."

IN May, Janice Leisen, Miss Wool of South Dakota, will receive another title. This title will be a permanent one, that of "Mrs."

Miss Leisen will marry Lt. Robert J. Balhorn of the U. S. Air Force. He is the son of Mr. and Mrs. William W. Balhorn of Cameron, Texas, and is stationed at Wichita, Kansas. He is a 1958 graduate of Texas A. and M.

Miss Leisen, who is a junior at Northern State Teachers College, Aberdeen, South Dakota, is a former Relay Queen, Pageant Day Queen, Queen of Diamonds, Miss Aberdeen, South Dakota Snow Queen and Miss Wool of South Dakota.

Her romance sounds like a fairy tale. Last August when she was at San Angelo, Texas, for the national Miss Wool contest, escorts of the contestants were Air Force officers. Miss Leisen's escort was Lt. Balhorn who in May will become her lifetime escort. Bob has been visiting Janice at her home in Aberdeen twice a month since she met him at the contest.

The gown in which Miss Leisen is pictured is the one she wore at the wool contest. The flower appliqued to the skirt is the South Dakota pasque flower.

Lovely Janice Leisen, Miss Wool of South Dakota, will receive another title in May —that of "Mrs."

## Changes Proposed in P&SY Act

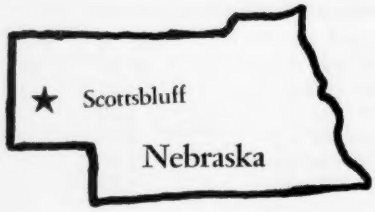
THE U. S. Department of Agriculture has issued a proposed regulation which would require all those subject to the Packers and Stockyards Act to make prompt payment for livestock purchased.

Present regulations under the P&S Act require market agencies selling livestock on a commission basis to remit net proceeds to shippers within 24 hours following the sale of the shippers' livestock. The proposed regulation would require packers, dealers, and market agencies purchasing livestock to pay for it within the same time liimt.

The proposed addition would be numbered as paragraph b under Regulation 201.35 and would read as follows:

"(b) **Packers, market agencies, and dealers to make prompt payment for livestock purchased.** Each packer, market agency, or dealer shall, before the close of the next business day following the purchase of livestock and the determination of the amount of the purchase price, remit to the seller or his duly authorized agent the full amount of the purchase price."

Interested persons may file comments within 30 days after publication of the proposal in the Feb. 17 issue of the Federal Register. Written comments are to be sent to the Director, Livestock Division, Agricultural Marketing Service, U. S. Department of Agriculture, Washington 25, D.C.




# Let's Talk About Our Auxiliary

"In necessary things, unity; in doubtful things, liberty; in all things, charity."
*—Richard Baxter*

IN 1959 Nebraska completed its fifth year in the "Make It Yourself With Wool" contest. There has been a steady increase in districts and contestants since its organization.

In February of 1955 Mary North came to Scottsbluff and met with various groups in the Chamber of Commerce offices. These groups represented the 4-H Club leaders; Miss Ethel Saxon of Lincoln, district home agent supervisor; representatives from various department stores; the Chamber of Commerce; and officers and wives of the North Platte Valley Lamb Feeders Association.

It was decided that Nebraska could be admitted as a wool growing state as well as a feeding area and be eligible for the contest.

Mrs. Cletus Hanlon was selected as state chairman and the North Platte Valley Lamb Feeder Association as sponsors.

The first year the state was divided into four districts. Eight girls from each district were selected to come to the state contest. After two years, the state was again divided into eight districts with four girls coming to the state contest from each district.

As the need arises it will be divided again keeping the state contestant numbers to thirty-two.

If a district contest should fall below a certain figure then the number of eligible girls to come to the state contest is cut and a larger district gets an extra contestant.

The first year Nebraska went all the way in the contest. They had a winner at the national finals in Fort Worth, Texas, in 1956.

Mrs. Hanlon directed the contest for the first two years. These were the hard years with little funds available. Financial help was obtained from various groups. Feed dealers in the area and the local banks helped in the project. Mrs. Hanlon did most of the soliciting for funds.

After two years Mrs. Vance Pumphrey, a district chairman of Mitchell, Nebraska, was asked to be state contest director. After a successful year she moved with her family to Union, Oregon, and has become interested in the contest there. Again Mrs. Hanlon returned as district director.

As the contest grew a state co-chairman and publicity chairman were included. Mrs. Melvin Maxwell was selected state co-chairman and Mrs. Eugen Solomon state publicity chairman.

The state contest is held independent of any other activity. It is a one-day affair. Girls model their clothes before the judges, receive modeling instructing, and hints on beauty and skin care. They are entertained at a luncheon and are guests of honor at a banquet in the evening. The affair ends with a public style revue and the announcement of winners and awarding of prizes.

The contest is held each year in Scottsbluff. As Nebraska has no women's auxiliary, the entire planning of the state show is in the hands of the state director.

This year the five state colleges, church schools, and the state university were all represented in the contest. One college has the distinction of having a state winner every year that Nebraska has been in the contest.

**The women responsible for the success of the Make It Yourself With Wool Contest in Nebraska—l. to r., Mrs. Cletus Hanlon, Morrill, state contest director; Mrs. Melvin Maxwell, Scottsbluff, co-director; and Mrs. Eugene Solomon, Scottsbluff, state publicity chairman.**

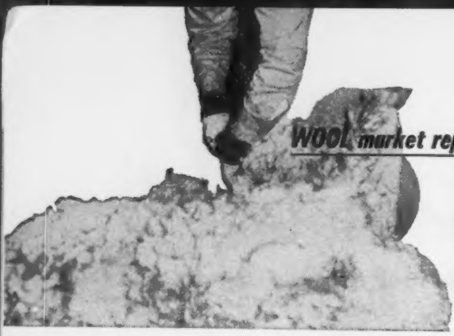
### State Contest Director

Mrs. Cletus (Lena) Hanlon, Morrill, state contest director, calls herself "a farm gal and I like everything about it." Before her marriage Lena taught school in Garden County in the heart of the sand hills. She came to Morrill as a bride where Mr. Hanlon has been a sheep feeder and operates an irrigated farm. Mrs. Hanlon has been the church organist for 27 years. All the members of her family play the piano and sing. The Hanlon's have three children, Patricia, JoAnne, and Jack. The girls are married and Jack is studying for his master's degree in electrical engineering at the University of Nebraska.

### New "Make It Yourself With Wool" Contestant

MR. and Mrs. George Erickson, Belle Fourche, South Dakota, announce the birth of a daughter, Laura Marie, January 27. This makes two future wool contestants for the Ericksons. They have another girl, Bess Norma, 3½ years old.

PLEASE send all reports for the Auxiliary Section to Mrs. George Erickson, Belle Fourche, South Dakota, Press Correspondent for the National Auxiliary.



WOOL market report— Feb.

# Wool Market Remains Stagnant But Renewed Activity Expected

**February 23, 1960. Today was the first notice day for March with 79 wool and 112 top notices tendered. A large topmaker tendered all 112 notices while in the wool, tendering was scattered throughout six firms. All the notices were very well taken, particularly the wool notices with this month rallying 3½ cents. It is rumored that one large trade interest has the bulk of the long position in March wool. Strength in the nearbys carried the whole market 2½ to 3 cents higher, with the close very steady and at or near the highs for the day. . . .**

**The New York market showed independent strength as Australian raw wool prices were barely steady, while London opened fractionally lower. The strong tone in New York tended to carry over into London just prior to their close.**

**(Editor's Note: This Daily Wool Letter issued by Merrill Lynch, Pierce, Fenner & Smith for February 23, was received after our market report had been written. It gives the market a decidedly better tone; however, the picture may be entirely different tomorrow as the futures market fluctuates from day to day.)**

The wool market rocket that some of us have been expecting on the basis of low stocks and the early medium wool spurt has not materialized . . . and the reasons why the launching has not come off are difficult to see.

In the first place everyone expected that foreign auctions would open, and continue strong after the holiday recess. That expectation did not come to pass. While there have been fluctuations up and down, generally prices have eased, giving buyers the advantage.

Excessive supplies usually are listed as a major cause of such a situation. This, however, does not appear to be so in this instance. A recent revision in 1959 world wool consumption figures indicates that world stocks on January 1, 1960 were at the lowest postwar level, around 750 million pounds, according to a February 20 release of the Wool Bureau. Such stocks would be equivalent to not more than two-and-one-half months' consumption at the 1959 rate, according to Ruth Jackendoff, director of the Bureau's Department of Economics and Statistics.

"The recent weakening of world prices appears to be linked to several deflationary factors," Miss Jackendoff states, "which have no direct bearing on possible world consumption trends in the first half of 1960. These factors are the increase in the world clip, the delivery of a large volume of old relatively cheap top 'futures' on the London market and the recent decline in the rate of United States apparel wool consumption. A recent study by Miss Jackendoff suggests that the fourth quarter decline in U. S. consumption may be arrested and even reversed.

Whatever the cause, the following comparison of prices, clean basis, landed in Boston with duty of 25½ cents per pound paid, at Adelaide, Australia, gives an idea of the price dceline:

| Type | Jan. 29 | Feb. 19 |
|---|---|---|
| 62(64s wp) | $1.47 | $1.39 |
| 63(60-64s wp) | 1.41 | 1.34 |
| 78(64s good-av.) | 1.44 | 1.38 |
| 64(60s wp) | 1.37 | 1.28 |
| 80(60s good-av.) | 1.35 | 1.27 |
| 423-2(58-60s) | 1.36 | 1.29 |
| 424-3(56-58s) | 1.28 | 1.26 |
| 425-4(50-56s) | 1.22 | 1.20 |

(Source: Daily News Record)

The foreign wool market situation apparently has had an adverse effect on the domestic market, particularly because of its influence on the futures markets, and helped to produce the current wave of extreme caution here.

In making any appraisal of the domestic market, consideration must be given to the change in the wool buying group. With the exception of the cooperatives and a few western wool handlers, most of the wool buying in the West is done by the topmakers and one or two of the larger mills. They can gauge their purchases to fit their

**DOMESTIC WOOL QUOTATIONS ON THE OPEN MARKET AT BOSTON**
**WEEK ENDING FEBRUARY 19, 1960**

| | Clean Basis Prices | % | Grease Equivalents Based Upon Arbitrary Shrinkage Percentages (3) | % | | % | |
|---|---|---|---|---|---|---|---|
| **GRADED TERRITORY WOOLS (1)** | | | | | | | |
| **Fine:** | | | | | | | |
| Gd. Fr. Combing & Staple | $1.20—1.25 | 56 | $ .53— .55 | 59 | $ .49— .51 | 64 | $ .43— .45 |
| *Ave. & Gd. Fr. Combing | 1.15—1.20 | 55 | .51— .54 | 60 | .46— .48 | 65 | .40— .42 |
| *Sh. Fr. Combing & Clothing | 1.05—1.10 | 56 | .46— .49 | 61 | .41— .43 | 66 | .35— .37 |
| **One-half Blood:** | | | | | | | |
| *Gd. Fr. Combing & Staple | 1.15—1.21 | 51 | .56— .59 | 54 | .53— .56 | 57 | .49— .51 |
| *Ave. & Gd. Fr. Combing | 1.10—1.15 | 52 | .53— .56 | 55 | .49— .51 | 58 | .46— .48 |
| **Three-eighths Blood:** | | | | | | | |
| *Gd. Fr. Combing & Staple | 1.10—1.15 | 48 | .57— .59 | 51 | .54— .57 | 54 | .51— .53 |
| *Ave. French Combing | 1.00—1.05 | 49 | .51— .53 | 52 | .48— .51 | 55 | .45— .48 |
| **One-quarter Blood:** | | | | | | | |
| *Gd. Fr. Combing & Staple | 1.03—1.10 | 46 | .56— .60 | 48 | .53— .57 | 50 | .52— .56 |
| *Ave. French Combing | .95—1.00 | 47 | .50— .53 | 49 | .48— .51 | 51 | .47— .50 |
| *Low-quarter Blood: | .95—1.00 | 41 | .56— .59 | 43 | .55— .58 | 45 | .52— .55 |
| *Common & Braid: | .90— .95 | 40 | .54— .57 | 42 | .53— .56 | 44 | .51— .54 |
| **ORIGINAL BAG TERRITORY WOOLS (1)** | | | | | | | |
| **Fine:** | | | | | | | |
| *Gd. Fr. Combing & Staple | 1.15—1.20 | 57 | .49— .51 | 59 | .47— .49 | 61 | .45— .47 |
| *Ave. & Gd. Fr. Combing | 1.05—1.15 | 59 | .43— .47 | 61 | .41— .45 | 63 | .39— .42 |
| **ORIGINAL BAG TEXAS WOOLS (2)** | | | | | | | |
| **Fine:** | | | | | | | |
| *Gd. Fr. Combing & Staple | 1.25—1.30 | 54 | .57— .59 | 58 | .53— .55 | 62 | .47— .49 |
| *Ave. & Gd. Fr. Combing | 1.20—1.25 | 55 | .54— .56 | 59 | .49— .51 | 63 | .44— .46 |
| *Sh. Fr. Combing & Clothing. | 1.10—1.15 | 57 | .47— .50 | 61 | .43— .45 | 65 | .38— .40 |
| *8 Months (1" and over) | 1.05—1.10 | 55 | .47— .49 | 58 | .44— .46 | 61 | .41— .43 |
| *Fall (¾" and over) | 1.00—1.05 | 56 | .44— .47 | 59 | .41— .43 | 62 | .38— .40 |

(1) Wools grown in the range areas of Washington, Oregon, the Intermountain States, including Arizona and New Mexico, and parts of the Dakotas, Nebraska, Kansas and Oklahoma. These wools cover a wide range in shrinkage and color.

(2) Wools grown in the range areas of Texas, mostly bright in color and moderate in shrinkage except in the panhandle where they are considerably darker in color and heavier in shrinkage.

(3) In order to assist in estimating greasy wool prices, clean basis, market prices have been converted to grease basis equivalents. Conversions have been made for various shrinkages quoted. Prices determined in this manner are largely nominal.

*Estimated price. No sale reported.

demands. Naturally they want to buy wool at the best price to them. By showing little interest at present, they may hope to find growers in a very willing-to-sell mood at shearing time.

However, some market observers have expressed the opinion that this year's pattern will follow that of recent years; namely, those growers who usually sell early will do so this year, and those who hold their wool for later sales will do that. Everyone seems to be in agreement that the growers will play a very important role in the development of the market.

There are some bearish factors in the domestic market picture. The Textile Workers Union of America has announced that it will ask for wage increases this spring. The mills undoubtedly will want the raw wool prices to absorb that increased cost.

Then there is the matter of imports. The industry has expressed its appreciation for the early announcement by President Eisenhower of the breakpoint (13.5 million pounds) at which the increased ad valorem duties on wool fabrics will go into effect. However, the program does not contain the improvements asked by the industry; in fact, as is discussed elsewhere in this issue, the 1960 operation of the Geneva Reservation will be on practically the same basis as in 1959. The necessity for an early announcement is believed to be one of the reasons for this. Imports were coming in so fast there was danger that the breakpoint might be exceeded before it was announced. In the month of January alone, imports of wool cloth from Japan and Italy amounted to six million pounds with more than half of them from Japan.

Imports not only displace U. S. production in our market but also tend to set the price on the entire U. S. output. This is particularly true, it is reported, in connection with woolens. This price influence, the mills claim, is increasing.

While the import situation is acute in the woolen industry, it is also affecting the entire textile industry to some extent, and cotton and synthetic manufacturers are expressing grave concern over the threat to their industries.

The Tariff Commission has not yet issued its findings on the contention of wool maufacturers that imports have reached a "peril point" to their industry. The National Wool Growers Association and others supported the manufacturers' position at the hearings held late in 1959. If the Tariff Commission should find for the manufacturers, the domestic wool market would be helped considerably.

Although the wool market has been more than dull—almost non-existent, in fact—the belief is general that there will be renewed activity when shearing gets under way over the country.

Light stocks and strong purchasing power of an increasing population support an optimistic outlook. This position is taken in a release of February 18 by the Wool Bureau on the U. S. apparel wool outlook.

The Wool Bureau sees special significance in the maintenance of competitive levels of raw wool prices at the peak of demand in 1959. On an average for the entire year, raw wool prices were on a par with 1958. This permitted wool textile mills to produce profitably during a major recovery phase for the first time in recent years.

"The crux of the situation is that wool apparel appears to have a healthy potential market to which the textile mills can cater when wool prices permit them to produce competitively priced fabrics at a profit," the release asserts.

It is further pointed out that retail inventories are light; that good clearances of winter clothing carryover have put them in a good position to buy for the spring season.

"A continued high level of consumer demand is predicated on the extension of the national economic recovery, even if it turns out to be somewhat less of a boom than was lately anticipated," the Wool Bureau states. "According to trade reports, the worsted branch of the wool textile industry is fully booked for fall 1960. This will be reflected in spring mill operations. The woolen branch did not have as strong a recovery in 1959 as the worsted branch, partly because it produces for the declining blanket market, as well as for the clothing market."

The decline in the wool blanket market is attributed to the increased use of electric blankets and machine-washable blankets made of synthetic fibers.

"Since it is too early to evaluate demand influences in world markets," concludes Miss Ruth Jackendoff, who prepared the Wool Bureau release, "it can only be concluded that the statistical position of wool in the United States appears sufficiently firm to preclude any bearish influence on world prices from this end."

The correctness of this conclusion is borne out by the report of the futures market for February 23, which has just been received and heads this wool market review.

### Western Wool Sales and Contracting

**ARIZONA:**

Early shearing commenced in Arizona during the month. One big clip of between 10,000 and 15,000 fleeces, shorn at mid-month, was offered for sale, but no bids were received, according to a press report. The USDA's Weekly Review of the Boston Market for February 16, however, lists the sale of 100,000 pounds of Arizona wool at 46 cents a pound, greasy basis.

**CALIFORNIA:**

While shearing commences at this time of year in certain areas of California, no selling activity has been reported.

**COLORADO:**

Shearing is under way in some sections of the state. Approximately 40,000 pounds of medium lambs wool brought 45 to 46 cents a pound in northern Colorado. There has also been quite a bit of contracting of 1960 wools at 50 cents.

**IDAHO:**

Activities in Idaho have quieted down since the early spurt of preshearing contracting and sales of previous years' clips. The latter part of January, there were one or two sales around 50 cents, one at 46 cents and one at a high of 53 cents. These are all early shorn wools, grading quarter to three-eighths, and most of them have been tagged or crutched.

Early in February 51 cents was reported paid for some yearling ewe wool, with a May delivery date.

**NEVADA:**

One clip in the extreme northwestern part of the state has been contracted at 50 cents, according to an unconfirmed rumor. However, there has been no general contracting as yet in Nevada, but some handlers have indicated they will probably start buying around the first of March.

**NEW MEXICO:**

A few recent sales of fall lambs wool have been reported. Some small lots brought 50 cents a grease pound and around 40,000 pounds was sold at 45 cents.

**OREGON:**

Prices of Willamette Valley wools have advanced to 53 cents to the grower for full wools and 47 cents for lambs wool. As in other areas, contracting has subsided. One large handler doubts that there will be much activity before shearing is well under way.

**TEXAS:**

Shearing has commenced, but with little selling reported. Early in the month, 200,000 pounds of 12-months

*(Continued on page 61)*

# Lamb Dish of the Month

Casseroles of lamb stew wtih a biscuit topping and cabbage slaw are an appetizing suggestion for St. Patrick's Day. Serve layer cake decorated with green maraschino cherries for dessert.

EXCLUSIVE RECIPE FROM AMERICAN SHEEP PRODUCERS COUNCIL

THE perfect dish for supper on St. Patrick's Day is lamb stew . . . a new stew recipe which calls for economical lamb neck slices baked with vegetables in individual casseroles. To dress up the stew for the special day, biscuit shapes of shamrocks and hats are arranged on the top. Fill out the main course with shredded red and green cabbage tossed with a cream dressing.

Lamb shoulder is another excellent cut for stew. Try cubes of lamb shoulder simmered with tomatoes, onions and mushrooms and seasoned with rosemary and basil. Serve this stew over fluffy rice.

**St. Patrick's Day Lamb Stew**
(Makes 4 servings)

- 8 lamb neck slices, about ¾-inch thick
- 1 cup sliced celery and celery tops
- ½ cup sliced onions
- 1 medium-sized green pepper, cut in strips
- 1½ cups sliced potatoes
- ¼ cup chopped canned pimientos
- 2 cups stock or bouillon
- ½ teaspoon sage
- Salt and pepper to taste
- ¾ cup biscuit mix
- 3 tablespoons milk

Arrange lamb and vegetables in 4 individual casseroles. Add stock or bouillon. Sprinkle with seasonings. Cover and bake in moderate oven (350°) 1 hour.

Meanwhile, combine biscuit mix and milk; mix lightly. Turn out on lightly floured surface and knead gently 10 times. Roll out to ¼-inch thickness. Cut into 4 hat or shamrock shapes, using floured 2½-inch cutter. Place over lamb mixture. Bake in hot (400°) oven 12-15 minutes, or until lightly browned.

**Savory Lamb Stew**
(Makes 6 servings)

- 1½ pounds cubed lamb shoulder
- 3 tablespoons all-purpose flour
- 1 teaspoon salt
- 1 teaspoon rosemary
- ½ teaspoon basil
- ¼ teaspoon pepper
- 1 1-pound 13-ounce can tomatoes
- 1 cup sliced onions
- 1 cup sliced mushrooms

Combine lamb, flour, salt, rosemary, basil and pepper. Cook over low heat until lamb is browned on all sides. Add undrained tomatoes. Cover and cook over low heat 30 minutes, stirring occasionally. Add onions and mushrooms, cover and cook 30 minutes, or until lamb is tender. Serve with cooked rice, as desired.

## Meet the New MIYWW Director

ON January 11 Mrs. Gladys Chapitis of Denver, Colorado, was named by the American Sheep Producers Council as supervisor of the Make It Yourself With Wool contest. As has been reported in previous issues of the National Wool Grower, the contest will be conducted this year by the NWGA Auxiliary in cooperation with the newly formed wool division of the ASPC. Mrs. Chapitis was in attendance at the NWGA convention in San Antonio and conferred with the Auxiliary members regarding the 1960 contest.

Mrs. Chapitis has had wide experience in the field of home economics, both as a teacher and administrator. She has served as director of high school home economics at Fox Lake and De Pere, Wisconsin, director of vocational and high school economics at Menasha, Wisconsin, teacher of clothing at Milwaukee, Wisconsin, Vocational School, teacher of foods at Juneau High School in Milwaukee, and teacher of adult classes in clothing, interior design, foods and personal charm at the Opportunity School in Denver, Colorado.

Until her appointment as supervisor of the "Make It Yourself With Wool" contest, Mrs. Chapitis was assistant coordinator in home economics at the Opportunity School.

She holds both BS and MS degrees from the University of Wisconsin, and has done graduate work in psychology, journalism, foods, clothing and applied art.

# In Memoriam

### Lloyd Avilla

LLOYD "Bud" Avilla, past president of the California Wool Growers Association, died February 21 at his home in Red Bluff, California.

While he was president of the California association, Mr. Avilla served on the executive committee of the National Wool Growers Association. He had a wide circle of friends in the livestock industry throughout the nation. He was also active as a wool and sheep buyer.

Mr. Avilla was born at Bieber, California, and moved to Red Bluff at an early age. He attended the University of California at Davis and was a graduate of Chicago State College.

Deepest sympathy is extended to his survivors by the National Wool Grower magazine.

### J. C. Carter

J. C. Carter, veteran sheep producer, died in Burns, Oregon, January 17 at the age of 76.

He had a long and active career in the livestock industry and was widely known throughout the Northwest. He was keenly interested in the livestock industry and was an active member of his national and state wool growers associations.

The National Wool Grower extends condolences to his daughter and only survivor, Mrs. Warren McLean of Andrews, Oregon.

### I. H. Jacob

IRVIN H. Jacob, 70, prominent in the raising, financing and marketing of sheep for many years, died of a heart attack on February 4 in Salt Lake City, Utah.

Mr. Jacob was active in state and national wool growers association activities and had just returned from the NWGA convention in San Antonio when he died.

He served on the board of the American Sheep Producers Council from 1955 to 1957 and was chairman of its lamb promotion program.

Mr. Jacob was one of the organizers in 1924 of the Wasatch Loan Company (now Producers Livestock Loan Company), the oldest livestock loan company in the nation. In 1935 he organized and became the first manager of the Producers Livestock Marketing Association. In addition, he was president of the Basin Land and Livestock Company.

The National Wool Grower extends condolences to his family.

### Myrtle A. Black

MRS. Myrtle Alden Black, long-time treasurer and office manager for the American National Cattlemen's Association, passed away in Denver, Colorado, February 10 after a short illness.

Mrs. Black, a native of Bussey, Arkansas, had been with the association for 30 years and also had served in recent years as secretary-treasurer of the National Live Stock Tax Committee.

## *Inventory Figures*

(*Continued from page* 14)

cent; steers one year and over were up 8 per cent; and bulls over one year were up 6 per cent.

Hogs and pigs on farms and ranches on January 1, 1960 totaled 58,464,000 head, 3 per cent more than a year earlier, 7 per cent above the 10-year average, and the largest for the date since 1952.

Compared with a year earlier, hog numbers increased in all regions of the country. The largest percentage increases occurred in states outside the Corn Belt, with the largest increase—11 per cent—in the south central states. In the north central states, which account for about 73 per cent of the U. S. total, hog numbers were up only 1 per cent, with increases in some states more than offsetting decreases in others. The two principal states—Iowa and Illinois—showed increases of 1 and 4 per cent, respectively. Numbers also were up in Ohio and Missouri, but lower or unchanged in the remaining states in these regions. For the other states, 26 showed increases, six remained the same, and four showed decreases.

Hogs under six months old on farms January 1 totaled 38,749,000 head—3 per cent more than a year earlier, and the second largest January 1 number in 41 years of record. Only on January 1, 1944 were more hogs and pigs under six months old on farms and ranches than this year. The increases in the number of hogs and pigs under six months old, compared with a year earlier, reflects the large 1959 fall pig crop.

## *Wool Market*

(*Continued from page* 59)

wool was reported sold at $1.20 to $1.25, clean, with the grease price estimated at 40 to 47 cents, depending on quality and shrink. A volume of "good length" fall lambs wool was also moved at that time at 45 cents a pound. Quality is given as the reason for the advance in price over previous sales of lambs wool at 40 to 41½ cents.

**UTAH:**

There has been some contracting of early shorn Utah wools at 42 to 46 cents.

**WYOMING:**

In the northern part of the state, the Basin Pool of 11,400 fleeces, largely from farm flocks and running quarter-blood to fine, sold at a sealed bid sale at 40.66 cents per grease pound, f.o.b., delivery from February 19 to May 10.

* * * *

The National Wool Marketing Corporation reported on February 16 that virtually all of the substantial weight of wool consigned to them in 1959 by growers had been sold. As far as they are concerned, the amount of wool left over from last year's clip is the smallest in many, many years. While there has been some recent decline in prices, demand, they say, has continued even during the decline.

## *Research News*

(*Continued from page* 8)

too limited to meet these broad objectives, and that additional personnel and facilities will be needed. It said research facilities both in USDA and the land-grant colleges are crowded and need modernizing and recommended that this situation be corrected. A summary discusses future needs in research areas of processing and manufacturing of farm products, marketing investigations, home economics research, agricultural economic studies, forest investigations, agriculture's role in national emergencies and its role in the space age.

The bulletin points out that while no one seriously advocates that agricultural technology should not keep pace with technological developments in other segments of the economy, it may not be clear to everyone that keeping pace requires a program of research sufficiently broad to cover the whole complex of agricultural problems and one that will serve both producers and consumers.

(*Continued on page* 68)

# Around the Range Country

Around the Range Country gives our readers a chance to express their opinions about anything pertaining to the industry or about life in general. In offering this space for free expression of thought, The National Wool Grower assumes no responsibility for any statement made. The statement about the condition of pastures is taken from the U. S. Weather Bureau report for the week ending February 22, 1960.

**A heavy drain continued on stored feed supplies as pastures supplied only a small part of livestock roughage needs. Cold weather resulted in grasses making very little or no growth this past week. "Boggy" soils in the Southeast kept utilization of winter pastures at a minimum.**

**Feed supplies, although dwindling rapidly in areas, are still expected to be adequate except for local roughage shortages. However, primarily because of adverse weather, shrinkage of livestock has been heavy in some areas east of the Rocky Mountains, but no unusual losses have occurred. Newborn livestock are faring well.**

**Calving and lambing rates have started on their usual very sharp seasonal upsurge in the western one-half of the country.**

## CALIFORNIA

**Hanford, Kings County**
February 11, 1960

This year we had a 40 per cent loss of our lambs at birth due to freezing weather.

My sheep are run under fence so it is not necessary to use herders. We have not had any trouble with coyotes in this area, but it seems that they are quite numerous in the western King County region.

There has not been any contracting or sales of 1960 wool, as most of the shearing in this part of California is done in March.

The forage on our winter range is in poor to fair condition. It is just now starting to grow. We have only had two inches of rain so far this winter, and it has been very cold.

Baled alfalfa hay is selling from $35 to $40 per ton. We have done some supplemental feeding this winter. My sheep are in dry-lot all winter. During the winter we feed our sheep range pellets and rolled barley plus alfalfa hay.

In general, the flocks in our area are in good condition. This year, our breeding flock is 50 per cent larger than it was last year.

Most of our valley sheepmen purchase yearling ewe replacements outside of California. Few are kept beyond slaughter size.

Our costs of operation were 25 per cent higher in 1959, compared with 1958.

My operation consists of raising purebreds for 4-H and FFA projects. Lambs that are too large or too small are finished for market after all project lambs are sold.

**—E. D. Edwards**

**Healdsburg, Sonoma County**
February 12, 1960

The forage on our winter range is only in fair condition. We have been having a considerable amount of rain these last few weeks.

Loose alfalfa hay in our area is selling at $40 per ton. We have done some supplemental feeding this year. During the winter, our sheep are fed beans and hay.

The sheep flocks in our section of the country seem to be in good condition. We have more coyotes in this area.

Our operation costs during 1959 were about 10 per cent higher than those of 1958.

**—F. W. Dicke**

**Fresno, Fresno County**
February 16, 1960

The forage on our winter range is in fair condition. We have had light rains with normal and above normal temperatures.

Baled hay has been selling in our area at $35 a ton. Our sheep are fed on green alfalfa pastures.

The sheep flocks in this section of the country seem to be in good condition. Our breeding flock is 5 per cent smaller this year.

Operating costs in 1959 were 10 to 20 per cent higher than they were in 1958.

**—Phil Erro**

## COLORADO

**Craig, Moffat County**
February 18, 1960

It has been snowing quite a bit here the last few weeks. The forage on our winter range is not in very good condition. Sheep flocks in this section are in fair shape at this time.

Our breeding flock this year is the same as last year. We are feeding 500 ewe lambs this winter.

We have started supplemental feeding already this winter. We feed hay and corn.

Loose alfalfa hay is commanding $20 per ton in this section and baled hay is going for $25.

It is very hard to find good herders around here. Coyotes are more numerous than they have been in the past.

Our operation costs in 1959 were higher than they were in 1958.

**—George Rattopolos**

**Simla, Elbert County**
February 11, 1960

Our operation costs this year are up 5 per cent while our income is down 6 per cent. How long can this go on?

The coyotes in this area have been on the increase. A year ago a neighbor lost 70 lambs in one week to the coyotes.

There have been some sales of fine-wooled yearling ewes at around $27. During December, crossbred yearling ewes sold at $27.50.

We have had too much snow this winter. The feed on our winter range is completely covered. All in all, we have had more snow than usual, and it has been colder than usual. Loose alfalfa hay is selling at $25 to $32 per ton and baled hay has been moving at $35 to $38 per ton.

The sheep flocks in our area are in average to a little-better-than-average condition. Some of the ranchers, however, are short of feed. My breeding flock is slightly larger this year than in the past.

During the winter my sheep are fed alfalfa hay. I raise my own hay. The protein content in this hay is running between 15 and 20 per cent.

We cannot get any herders and have, therefore, been forced to run our sheep under fences.

—Earl Ratlief

**Granby, Grand County**
February 15, 1960

Last summer, the coyotes were quite numerous in this area, but due to a good trapping program there are very few coyotes left this winter.

If the weather is wet and cold during lambing, we usually have some trouble with mastitis.

We do not use a winter range, but feed native hay after the snow comes. This native hay is selling at $15 loose and $20 to $22 baled. We feed our sheep 22 per cent range cubes just prior to and during lambing. The sheep flocks in general in this section of the country are in pretty good condition. Our breeding flock is larger this year.

We have been having regular winter weather, although the snow has been unusually light.

—Robert C. Ray

**Golden, Jefferson County**
February 12, 1960

We have had the worst weather in 50 years here at the foot of the Rockies. There has been plenty of snow and the temperatures have been freezing.

The forage on our winter range is only in fair condition. We have been doing supplemental feeding since September 28, 1959. During the winter we feed our sheep alfalfa, oats and corn pellet. Loose alfalfa hay is currently selling at $22 to $24 per ton while baled hay is moving at $27.50 to $35.00 per ton.

The sheep flocks in this section of the country are in good condition. This year, our breeding flock is 12 per cent larger than last year.

The herder situation in this area is only fair. The coyotes are on the upgrade at present and we have no government help.

Our operating costs are up at least 20 per cent over those in 1958.

—Ernest Ramstetter

**Center, Saguache County**
February 16, 1960

Most of the ranchers lamb early in this area and the sheep are in very good condition. Our breeding flock was slightly larger this year as compared to last.

We did not feed any purchased lambs this winter, but did feed some of our tail-end lambs.

Quite a bit of the wool in our area has been contracted at 50 cents. We contracted our 1960 wool for 50 cents and have already delivered. There have been recent sales of crossbred yearling ewes at $27.

As far as sheep diseases are concerned, we have had nothing out of the ordinary, although some outfits are having vibriosis troubles.

We run our herd under fence. Coyotes are more numerous this year and dogs have been very destructive mainly near the towns.

Our 1959 operation costs per unit were less than in 1958 due to increasing our herd and using the same labor and equipment.

There is no forage available on our winter range due to heavy snows. Our weather has been extremely cold. We have been doing some supplemental feeding since January 3. During the winter we feed our sheep hi-protein mineral blocks, low-protein cake and molasses. Baled alfalfa hay has been selling at $25 per ton in this section.

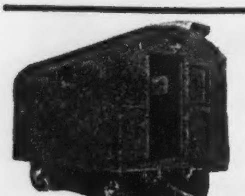
—Burr Randles
Randles Farms

## IDAHO

**Sterling, Bingham County**
February 16, 1960

Our weather has been colder than usual and quite wet. There is no available loose hay in our area. Baled hay is selling at $25 per ton.

We have done some supplemental feeding of beet pulp and rolled grain. During the winter the ewes receive only grain and beet pulp, while the lambs receive a protein supplement.









Most flocks in this area are in better than average condition. Our breeding flock is smaller this year compared with last.

We have been having some trouble with liver flukes in our sheep this year.

Herders are now available in this section of the country, but we keep our sheep on irrigated pastures and do not need herders. There seems to be an increase in the number of coyotes this year.

Our costs of operation in 1959 were higher than in 1958 due to a lack of feed.

—Mrs. Grace Barclay

**Filer, Twin Falls County**
February 14, 1960

Some wool has been contracted in our area at from 46 to 50 cents for delivery before April 1. Crossbred whitefaced yearling ewes have recently sold at $27.

Most all of the herders in this area are getting old and there are not many young herders to take their place. This is quite a problem.

Heavy rains in September gave us good fall and winter forage. During the last part of January, we had cold weather, but February has been warm and wet.

Baled hay has been selling at $24 to $25 per ton here. During the winter we feed our sheep corn silage and whole wheat oats and barley.

The sheep flocks in our area seem to be in better-than-average condition.

Our breeding flock is about the same this year as it was a year ago.

—J. E. Baker

## MONTANA

**Jordan, Garfield County**
February 15, 1960

The forage on our winter range is very poor, and the feed is covered with snow and ice.

Our costs of operation in 1959 were higher than 1958 partly due to our buying more hay.

We do not use herders in our operation, as our sheep are run under fences. There are slightly more coyotes in this area at present.

We held all our ewe lambs over for replacement this year, and our breeding flock is slightly larger than it was a year ago.

Baled alfalfa hay is currently selling at $35 per ton. We started our supplemental feeding January 1. We feed our sheep one-half pound of shelled corn and hay plus salt and mineral supplements.

The sheep flocks in our area are in excellent condition at present.

—Harold W. Fannon

**Wilsall, Park County**
February 12, 1960

One rancher in our area sold his wool for 48 cents. There have been some sales of fine-wooled yearling ewes at $30.

I believe we have about the same number of coyotes this year as we have had in the past.

Our operating costs in 1959 were a little higher than in 1958.

The forage on our winter range is in fair condition. We have had very nice weather for the past few weeks with snow since the first of January.

Loose alfalfa hay is selling for $20 per ton here and baled hay is selling at $25 per ton.

During the winter months we feed our sheep 20 per cent molass-o-cake.

The flocks in our area seem to be in good condition. Our breeding flock is about the same size as it was last year.

—Arthur Fastje

**Glasgow, Valley County**
January 20, 1960

The forage on our winter range is in excellent condition. Our weather was moderate in January but we are having some difficulty grazing in the extreme northern part of the country.

We have had to do some supplemental feeding this year. We will, however, do less supplemental feeding this year than we did last year.

Baled hay has been selling at $30 in this area. During the winter, our sheep are fed mollas-o-cake and barley-cake as a concentrate.

The sheep in our section of the country seem to be in excellent condition at present. Our breeding flock is slightly smaller than what we had last year. We are wintering some replacement ewe lambs this year.

At the present time, the herder situation in our area is good. We have found coyotes to be less numerous this year. Our costs of operation this year compared with last year are up 3 to 5 per cent.

—Etchart Ranch

**Ophiem, Valley County**
February 16, 1960

I believe our operating costs were about the same in 1959 as they were in 1958. Supplemental feed is cheaper this year but everything else has gone up.

I haven't seen a coyote for some time, but we have been bothered quite a lot by foxes.

We do not use herders in our operation, but if we did, we would have a hard time getting them, as they are quite scarce.

We have not had any specific disease problem lately, although last spring, for the first time, I had an iodine deficiency in my lambs.

The forage on our winter range has been completely covered with snow since October 15, 1959. Our weather the last few weeks has been warmer than normal with some snow and a lot of fog.

Baled alfalfa hay has been selling in our area at $25 per ton. We have done some supplemental feeding this season. During the winter we feed our sheep barley and 20 per cent cake.

In general, the sheep flocks in this section of the country are in good condition. Our breeding flock is about the same size this year as it was last year. This year we held over 40 head of wethers and 60 head of ewes.

Only a few small sales of wool have been made in this area thus far.

—Guy Fagan

### NEW MEXICO

**Raton, Colfax County**
January 31, 1960

Coyotes seem to be more numerous this year than in the past.

There have been some sales of crossbred yearling ewes in our area at $15. Our breeding flock is about the same as it was a year ago. Generally speaking, sheep flocks in this area are in fair condition.

We have had cold weather for the last few weeks with a good amount of moisture. The forage on our winter range is in fair condition.

We will do about the same amount of supplemental feeding this year as we did a year ago. Baled hay is selling in the section of the country at $30. During the winter time we feed our sheep corn and cake.

I think our operation costs this year will be higher than those of last year.

I do not have any definite plans for improvement in the management of my flock for 1960. However, I have been seriously thinking of selling my sheep for several reasons.

The problem of coyotes and bobcats in this area is quite serious. Also the low prices paid in 1959 for lambs and wool nearly put me out of business. I may replace my flock with Black Angus cattle.

—Fernandez Brothers

**Roswell, Chaves County**
February 11, 1960

Our cost of operation has not been too different in the last two years. However, expenses were somewhat less three years ago.

There are a large number of coyotes in this area. When we start lambing in April, I am afraid we are going to run into a lot of trouble with them.

The grass seems to be in good condition on our winter range. Perhaps it is not as strong as it looks, though. We have had several cold spells with a little moisture during the last of January. February has been cold and windy.

Baled alfalfa hay is currently selling at $35 per ton. We have been doing some supplemental feeding since the first of the year. During the winter our sheep feed on 40 per cent cotton seed cake.

The flocks in this area seem to be in good condition. This year our breeding flock is somewhat larger.

—W. J. Ball

### NORTH DAKOTA

**Beach, Golden Valley County**
February 14, 1960

About the only prevalent disease we have been having trouble with is a pregnancy disease. We have been feeding molasses to our sheep to offset this.

We do not have a coyote problem as the district trappers have done a good job in keeping them under control.

Our breeding flock is smaller this year. The sheep flocks seem to be in good condition in this area. We have started our supplemental feeding. During the winter we feed our sheep 22 per cent protein pellets, oats, chopped alfalfa and oat hay.

Alfalfa hay is presently selling at $30 to $37 per ton delivered.

Our operation costs for 1959 were above those of 1958. This fact is made more prominent by the short crop produced in 1959.

The forage on our winter range is very poor. Our sheep have only stubble and corn ground to run on.

The weather has been very mild with only a couple of days when the temperatures were below zero.

—Keith Farstveet

### OREGON

**Condon, Gilliam County**
February 12, 1960

The forage on our winter range is very poor. We wintered here on wheat stubble. We have had some moisture lately but still way below normal.

Baled hay is currently selling at $25. We have been doing some supplemental feeding this winter. During the winter we feed our sheep 15 per cent protein cubes, oats, barley and peas. The sheep flocks in this area are in fair condition for this time of year. Our breeding flock is slightly larger this year.

The herder situation in this area is very poor. There are just not enough herders available.

The coyote numbers are about the same as they have been in the past, but the bobcats are on the increase.

Our operation costs for 1959 were higher than those of 1958 due to higher priced feed.

—Guy L. Arbogast

### SOUTH DAKOTA

**Ludlow, Harding County**
February 19, 1960

The number of coyotes in this area seem to be less than usual at this time. The forage on our winter range is very much below average. During the last few weeks we have been having very

good livestock weather with an open winter.

The sheep flocks in this area are in very good condition. Loose alfalfa hay has been selling at around $22 and baled at $27 to $30 per ton. We have done some supplemental feeding this winter. As a concentrate, we feed our sheep one-quarter to one-third pound of corn per day.

Our breeding flock is about the same this year as it was last year.

—Dean B. Robinson

**Lemmon, Perkins County**
February 13, 1960

The forage on our winter range is in very poor condition. During the last few weeks our weather has been fairly good.

There have been some recent sales of fine-wooled yearling ewes at $21 around our area.

Baled hay has been selling here for $22 per ton while loose hay is moving at $17. As a concentrate during the winter, we feed our sheep soybeans.

The sheep flocks, in general, seem to be in good condition in this area. Our breeding flock is smaller this year than last.

Our costs of operation in 1959 were about the same as in 1958.

—Gerald Salzsider

**Faith, Meade County**
February 12, 1960

Due to the very low prices we received for our livestock last year, our operation costs for 1959 were higher than those of 1958.

The coyotes and fox seem to be on the increase these last few years. We have a hard time securing herders in this area. The situation is very bad.

Most of the winter range in this part of the country is nearly depleted. Our weather for the last few weeks has been mild and open.

Alfalfa hay is currently selling at $25 per ton plus the hauling charge. We have been doing supplemental feeding since November 10, 1959. During the winter, we feed our sheep Nixon Formula A, which contains a 32 per cent protein substance.

The flocks in this area are in good condition. My breeding flock this year is about the same as last year.

—H. V. Robbins

## TEXAS

**Fort Stockton, Pecos County**
February 14, 1960

All ranges in Pecos County made from good to excellent recovery the past growing season. However the rains were spotted. In some areas the grass was fairly weak and had to be supplemented with concentrates of 20 per cent range cubes with some protein blocks being fed. Range cubes sold from $42 to $72 depending on the dealer. Alfalfa hay is now selling, delivered, for $40 to $45 per ton.

This is a good weed country and the prospects of a good weed spring are excellent. It looks as if the lamb crop percentage will be fairly high this spring.

We have had a fairly wet winter with good to fair moisture. Range ewes are in good to excellent condition. The majority of the ranchers have done no feeding this year.

Most ranchers have increased their sheep numbers, mostly by keeping last year's ewe lambs. Our wool looks good. The sheep are growing a good staple clip that is clean with few defects.

Our biggest problem is getting extra labor during marking and shearing time. There is not enough domestic labor and the ones we have are getting old. The new men just aren't learning the trade.

Shearing crews are also hard to secure. The shearers in this part of the country go from ranch to ranch with a captain who contracts the sheep and furnishes the machine and board.

The cost of ranching is increasing every year in labor, materials and practically everything we use or need.

Some solid-mouth ewes all of the same age, sold here last week for $16 to lamb the 16th. These lambs were in short wool.

Most of the ranchers here were on their "last leg" when the drought broke and we are just now getting back on our feet. We need 1960 to put us in fine shape financially.

Our country here in Pecos County is very healthy with only some stomach worm trouble and spotted bluetongue.

Coyotes and bobcats are not too numerous but are reported where they have not been seen in 25 years.

—Bill McKingie
Escondido Ranch, Inc.

## UTAH

**Vernal, Uintah County**
February 8, 1959

A considerable amount of consignments have been made on the 1960 clip. The growers have been paid $2 per fleece, interest free.

Crossbred yearling ewes have been selling in our area at $20 per head.

It is hard to find a good herder in this section. The coyotes are less numerous this year than they have been in previous years.

The forage on our winter range is in poor condition. We have been having good weather the past few weeks.

Loose alfalfa hay is selling at $20 per ton and baled at $25. We have not done any supplemental feeding this year and do not use concentrates during the winter.

The sheep flocks in our section at this time are in good condition. Our breeding flock is about the same this year as it was last year.

—Name Withheld at Writer's Request

**Grantsville, Tooele County**
February 12, 1960

The forage on our winter range is very poor. It is the same as we left it last March 31.

Our weather has been fairly good the past few weeks, although we have had some very cold weather and cold winds.

Baled alfalfa hay has been selling at $30 per ton in this area. During the winter we feed our sheep a 75 per cent grain pellett. Sometimes we feed two sacks of corn and six sacks of pellets. The sheep do very well on this.

The sheep flocks in this area, in general, are in fair condition. This year our breeding flock is smaller than it was last year.

During the last three years, we have had heavy losses at shearing time due to tetanus.

The herder situation is not too bad in our area, but it could be better.

I think the coyote numbers are about the same as in previous years. However, we have had some of our sheep killed by lions.

It seems to me that the overhead in our operation is getting steadily worse.

—**Claude Sutton**

### WASHINGTON

**Quincy, Grant County**
February 15, 1960

During the winter, we feed our sheep beet pellets and Swift's mineral concentrate. The sheep flocks in this area seem to be in fair condition for this time of year.

Baled hay has been selling at $32 to $35 per ton. We have begun to do some supplemental feeding this winter.

Our breeding flock is smaller this year as compared to last year.

I believe the coyotes are the same in number as they have been in the past.

Our operation costs for 1959 were up about 10 per cent over 1958.

—**D. L. Ware**

**Washtucna, Adams County**
January 25, 1960

The bunch grass on our winter range is plentiful, and our sheep are full every night. We have been having zero weather during the last few weeks.

We are now starting to do some supplemental feeding, using alfalfa cubes, grain and wheat. It will be necessary for us to do more supplemental feeding this year than we did last year. We feed cubes, molasses, barley and alfalfa during the winter.

The sheep flocks in our section of the country seem to be in good condition. Our breeding flock is about the same in size this year as compared to last year.

We do not have trouble in securing herders as we have our own steady men who herd for us.

The coyotes are more numerous than they have been in the past in this part of the state.

Comparing our operation costs during 1958 with those of 1959 indicates the costs will be higher this year.

—**Gustave Villaron**

### WYOMING

**Clearmont, Sheridan County**
February 7, 1960

The range grass on our winter range is pretty well uncovered. The range itself is in very good condition. We have had mild weather since the heavy snow and cold weather in November.

We started our supplemental feeding February 1. We will not feed as much cake this year as we have done in the past. Alfalfa hay is selling at $20 per ton loose, and $25 per ton baled. During the winter, we feed our sheep a 20 per cent protein cake.

The flocks in our area are in very good condition. Our breeding flock numbers are the same as last year. We are feeding 475 ewe lambs this winter.

There have been some wool buyers offering 45 cents in this area, but no wool has been sold.

We are not faced with the herder problem as we run our sheep on fenced pastures. We have had some trouble with the coyotes this year. Operating costs will be higher this year than they have been in the past, due to inflation.

—**H. R. Snyder**

**Riverton, Fremont County**
February 11, 1960

We do not have too much trouble with coyotes in this area. Dogs seem to be our main problem.

Our operation costs in 1959 were a little higher than those in 1958. There have been some offers of 45 cents in this territory on the 1960 wool clip. Our breeding flock is somewhat smaller this year than in the past.

We have had very mild weather these last few weeks, and there has been no snow.

Baled alfalfa hay is currently selling at $20 per ton. As a concentrate during the winter, we feed our sheep alfalfa, oats and beet pulp.

—**Robert Spencer**

**Big Piney, Sublette County**
February 12, 1960

We are having a very hard time in securing good herders. They just are not available.

The government trappers have done an excellent job in trapping coyotes. However, there are still a few coyotes left and they all seem to be sheep killers, since rabbits are scarce.

The forage on our winter range is in fair condition. We had a very open winter up to February 1.

Loose hay has been selling in this area at $22 per ton and baled hay is selling at $28. During the winter we feed our sheep General Mills 22 per cent protein pellets.

The sheep in this section of the country seem to be in good condition. Our breeding flock is larger this year than it was last year.

There have been some recent sales of fine-wooled yearling ewes at $22. Crossbred yearling ewes have sold at $24.

Our costs of operation in 1959 were somewhat higher than in 1958.

—**Charles F. Spencer**

**Sundance, Crook County**
February 15, 1960

The forage on our winter range is not very good. During the last few weeks our weather has been very cold with snow.

Alfalfa hay is presently selling in our area at $20, loose and $30 baled.

We have started our supplemental feeding, using silage and grain.

I am afraid there are a lot of ranchers in this part of the country who do not have very much feed. Those who do have feed, however, seem to have their flocks in good condition.

Our breeding flock is about the same in numbers this year as in the past.

We do have coyotes in this part of the country, but have not had too much trouble with them.

Our costs of operation in 1959 were much higher than those of 1958. The dollar today is worth less and the costs are soaring upwards.

—**Richard E. Snider**

**Sheridan, Sheridan County**
February 16, 1960

The forage on our winter range is only in fair condition. We have had good weather the past few weeks. The temperatures have been above normal. We have had just enough snow to cover the ground. Baled hay is currently selling at $30 per ton for the first cutting.

The sheep flocks in this section of the country seem to be in good condition. Our breeding flock is about the same as it was last year.

There have been a few bags of wool from small farm flocks being sold at 45 cents, grease basis.

I noticed in the paper the other day that some 4,400 wooled whitefaced

coming two-year-old ewes sold in southern Montana and northern Wyoming for $24 to $25 per head for immediate to May 1 delivery.

We have had a very definite uptrend in all costs, especially hay and feed.

We of the Predatory Animal Board of Sheridan County, Wyoming, have bountied so many coyotes and bobcats that we are about out of funds. As the funds which we operate on are a special mill levy assessed to owners of sheep only, we are about to conclude that sportsman's organizations, chicken raisers, turkey growers and wildlife services should contribute something to our fund. It would be hard to tell how big a toll coyotes and especially bobcats have on the pheasant and other game bird population.

We have considerable dog trouble in the smaller fenced-in flocks. It is our thinking that all dogs might be put on the tax rolls thereby establishing a fund whereby the killed and torn sheep could be paid for. It seems to be too big an undertaking for one small predatory animal board to handle, so I would suggest the National Wool Growers Association might work on these two projects.

—W. A. Springer
Sheridan, Wyoming

## *Range Survey Meet . . .*

(*Continued from page* 12)

evaluating and analyzing range conditions were generally not too different and conformed to the best research available. However, it was the consensus that the area of problem and misunderstanding lay in the interpretation and objectives followed.

Dr. Stoddart pointed out that the method used for determining whether a stock rate should be reduced is generally not at fault; however, the technician recommending the reduction, possibly through no fault of his own or his employer, does not always possess the necessary knowledge to make a qualified recommendation.

Dr. Stoddart stated that range managers are not required under Civil Service regulations to have schooling in animal husbandry, soils or plant pathology. In addition, he said, only six hours credit in range management training is required.

General conclusions of the group were that: (1) greater use and analysis work should be centered around the "trial and error" methods because in the final outcome, as specified by the federal agencies, this is the only true way that a range survey can be tested; (2) the possibilities should be examined for allowing outside agencies to enter in and review a questionable case in an advisory capacity; (3) there is a greater need for coordination and understanding of the final objectives desired on a plot of land by the various agencies administering federal lands; (4) more research should be conducted on the question of "what is a good range?" under various conditions to determine at what level between a poor and climax range, maximum production can be obtained, still maintaining the range in a satisfactory condition; (5) possibilities of increasing Civil Service requirements for range management technicians should be investigated.

**Farrell T. Wankier, Jr.**

## *Research News . . .*

(*Continued from page* 61)

THE value of perennial grasses in converting brushlands to grass has been demonstrated by experiments conducted by University of California range researchers. Research on brushland at the University's Hopland Field Station has compared the qualities of annual and perennial-type grasses for this purpose.

A brush conversion experiment was started in a dense cover of scrub oak, manzanita, chamise, and madrone, where the animal carrying capacity was practically zero. The brush was crushed with a bulldozer and burned. Then the ground was seeded with a rangeland drill, set to different combinations of seed and fertilizer. Two different seed mixtures were used: (1) ryegrass and blando brome—both annuals, and (2) hardinggrass, smilo, and Palestine orchardgrass—all perennials.

Half the Hopland plots were fertilized. The fertilizer, a combination of nitrogen, phosphorus, and sulfur, was placed in the row by the drill at the time of seeding. No fertilizers were applied after planting.

Later the forage was harvested, dried, and weighed to compare fertilized seedlings with unfertilized seedlings, and annual grasses with perennial grasses. Most of the annual forage was ryegrass, and most of the perennial forage was hardinggrass.

At the end of the first season, accumulated growth was much greater in the fertilized rows than in the unfertilized rows. The first year, fertilized annuals produced somewhat more than perennials. However, the picture changed radically by mid-December of the second growing season. There was scarcely enough annual forage to harvest—about 20 pounds per acre. The perennial hardinggrass, where planted with fertilizer the previous year, produced 500 pounds. Unfertilized hardinggrass yielded 200 pounds. Two to five hundred pounds of forage is not a good per-acre yield, but fall rain was late that year and the first inch did not fall until November.

Total production for the second growing season was also measured. Perennial grass production increased from the previous year. Perennials initially planted with fertilizer produced twice as much forage as the same seed mix planted without fertilizer. Unfertilized perennials produced a little more than annuals. The annuals showed no continuing benefit from their original fertilization.

Range researchers concluded from this experiment that the first-year production of annual grasses is usually very good on brush burns or areas of superior fertility. However, if soil fertility is not maintained at a high level, production will drop in following seasons.

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